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OPERATIONS OF THE U. S. SEED AND GRAIN QUARANTINE

THE AMERICAN ELEVATOR AND GRAIN TRADE

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A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

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Vol. XXXV.

CHICAGO, ILLINOIS, SEPTEMBER 15, 1916.

No. 3.

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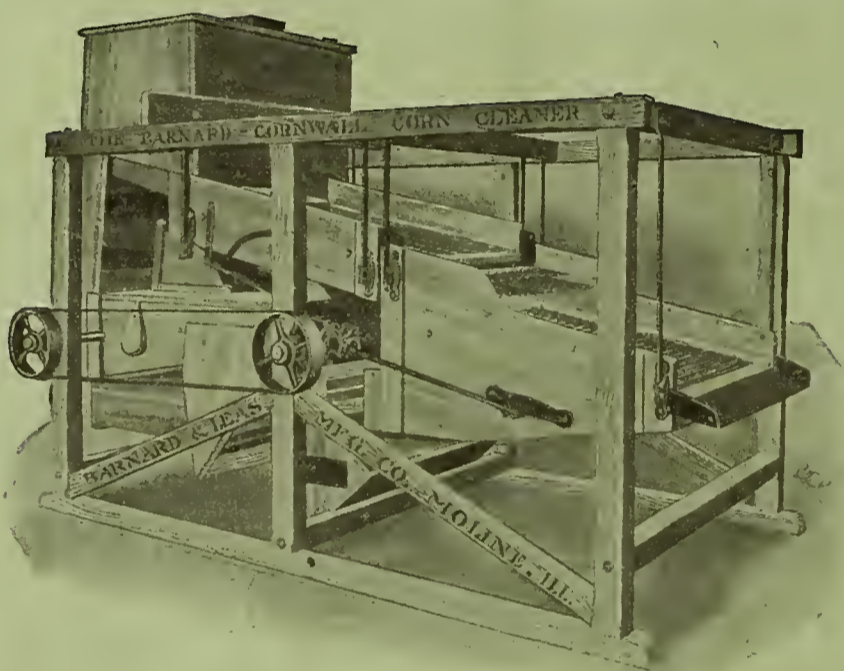
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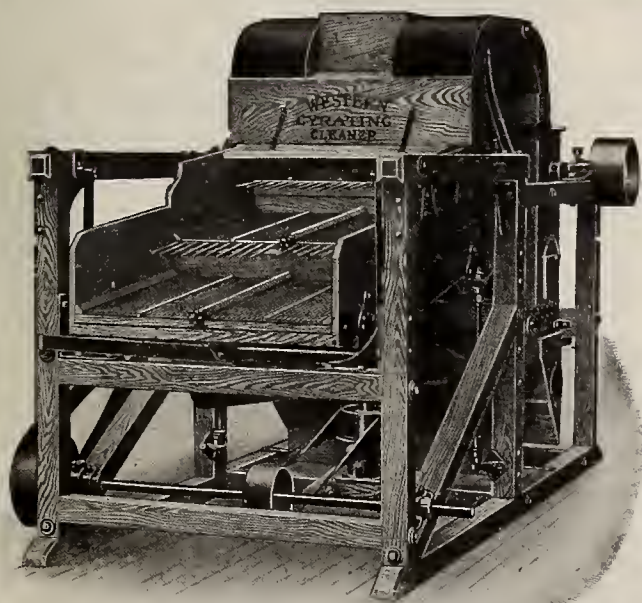
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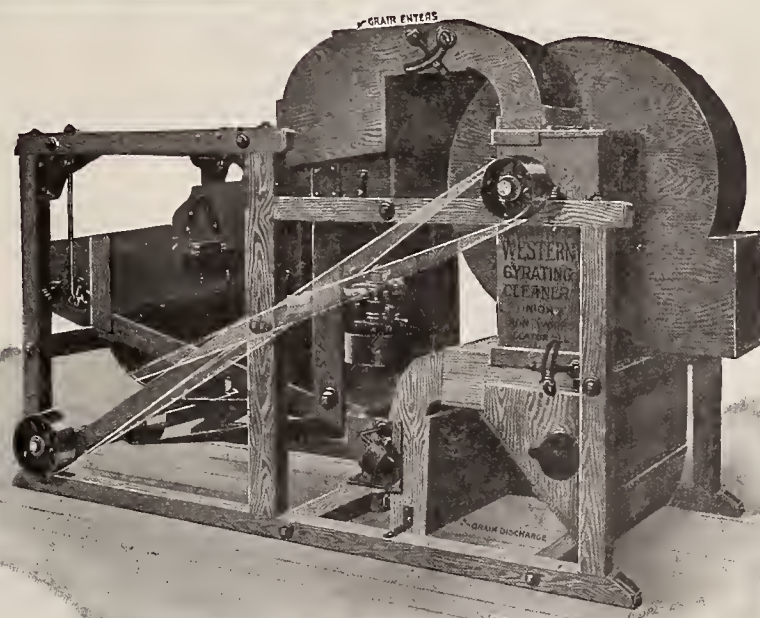
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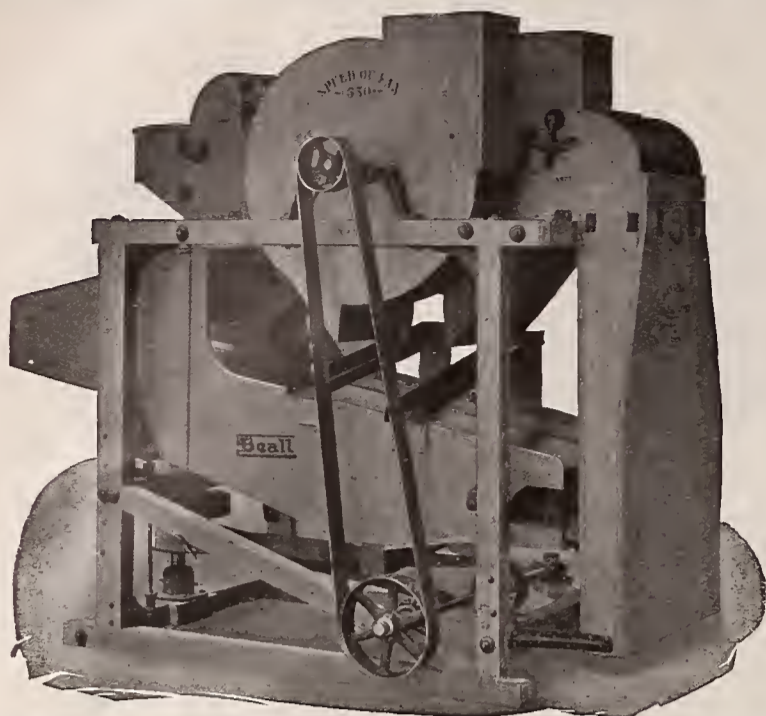


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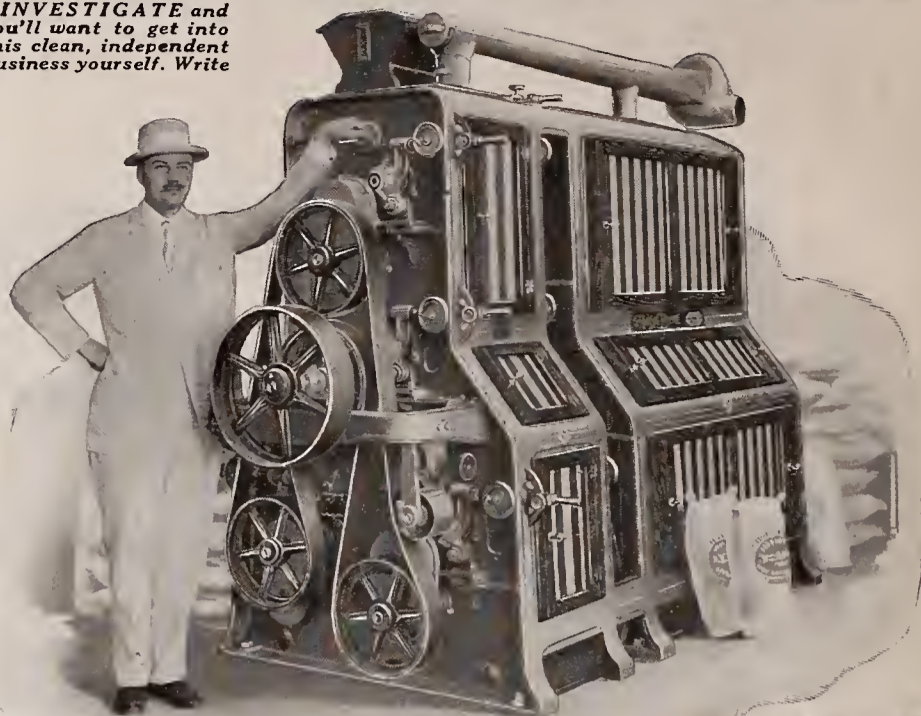
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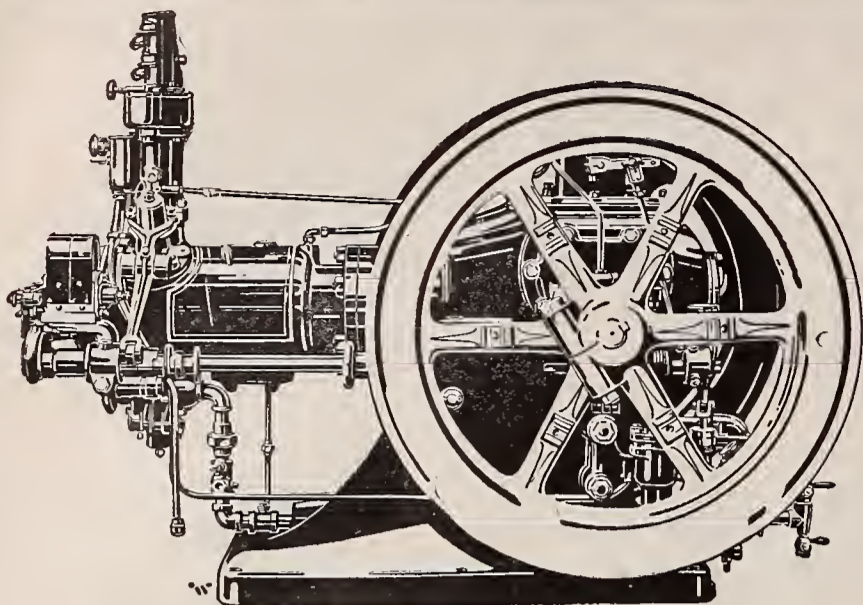
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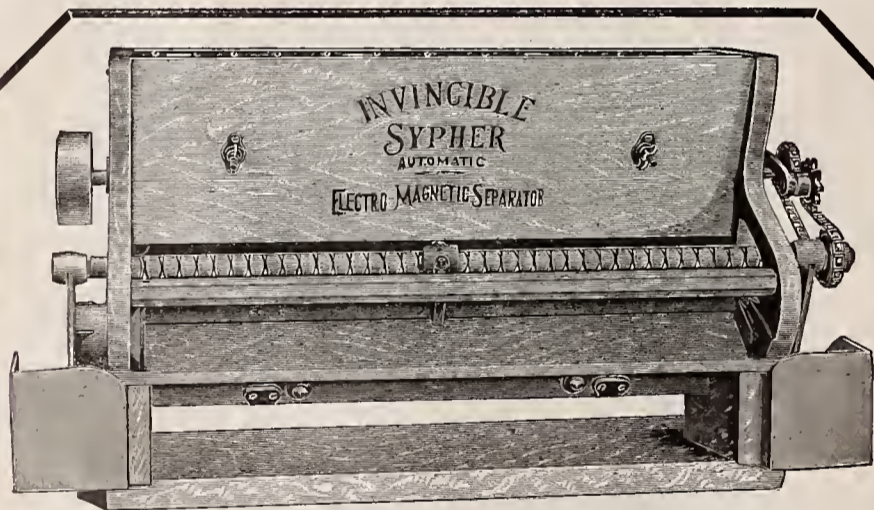
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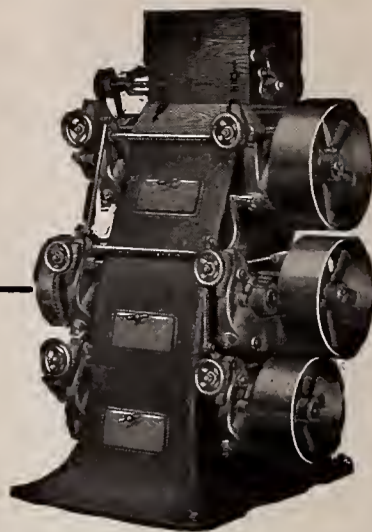
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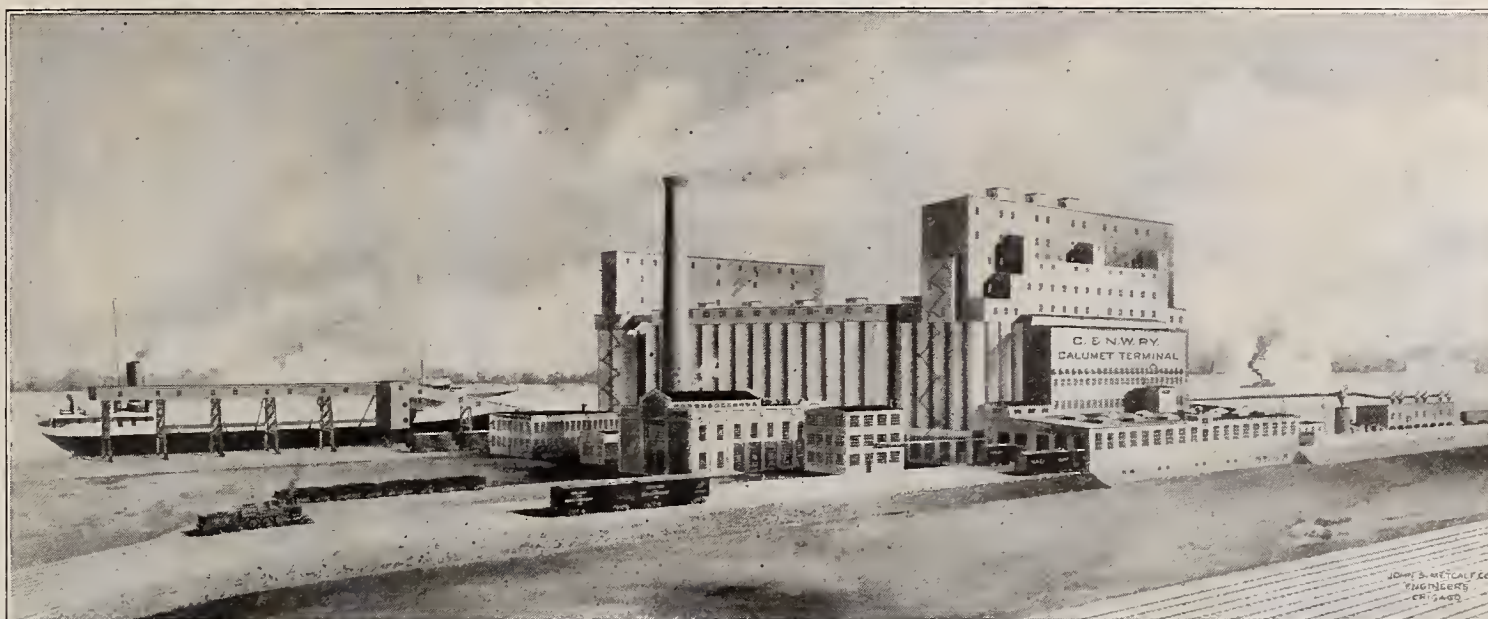
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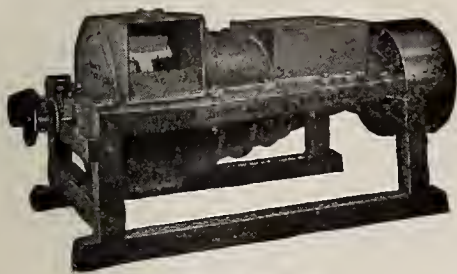
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"When Better Elevators Are Built— **BURRELL** Will Build Them"



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We Maintain the Following Offices for Your Convenience:

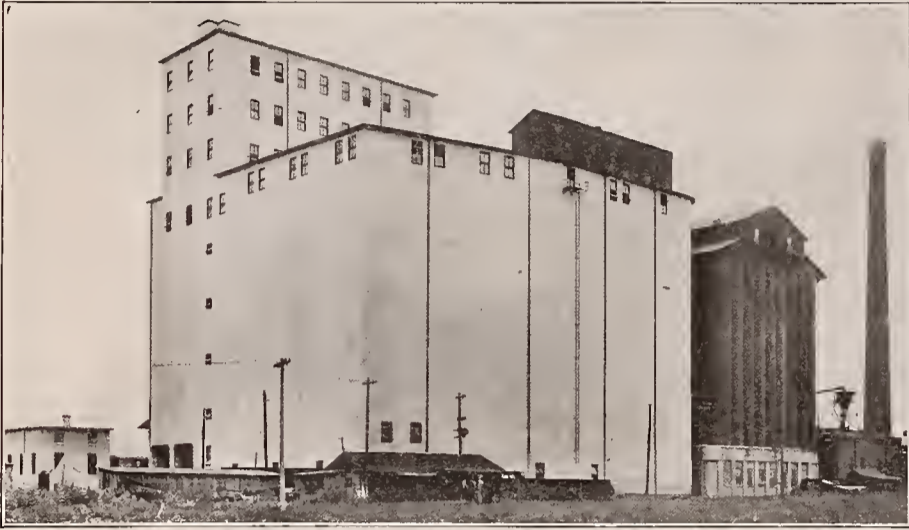
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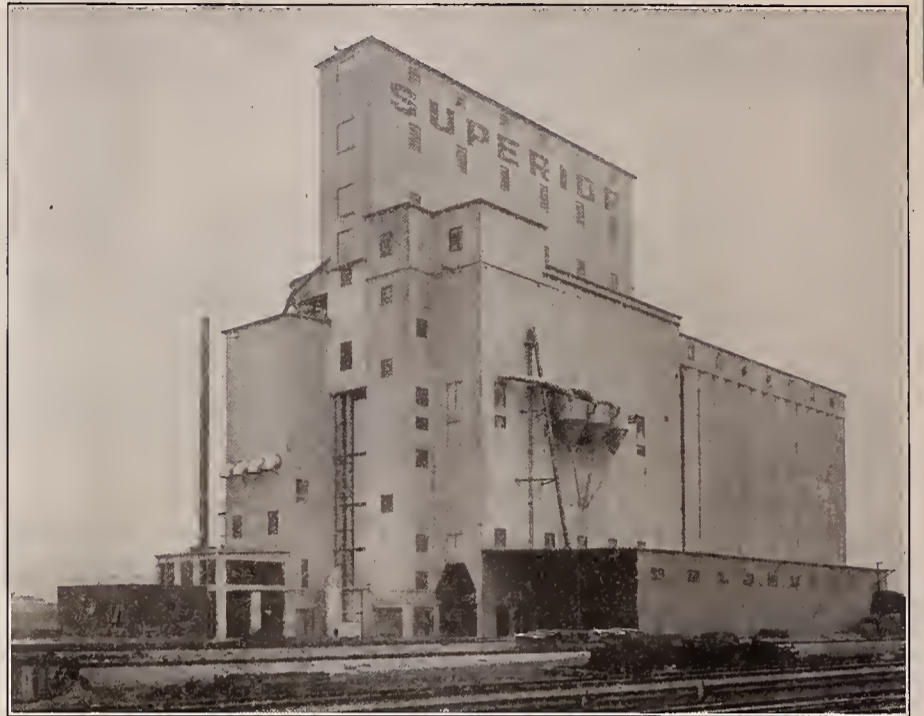
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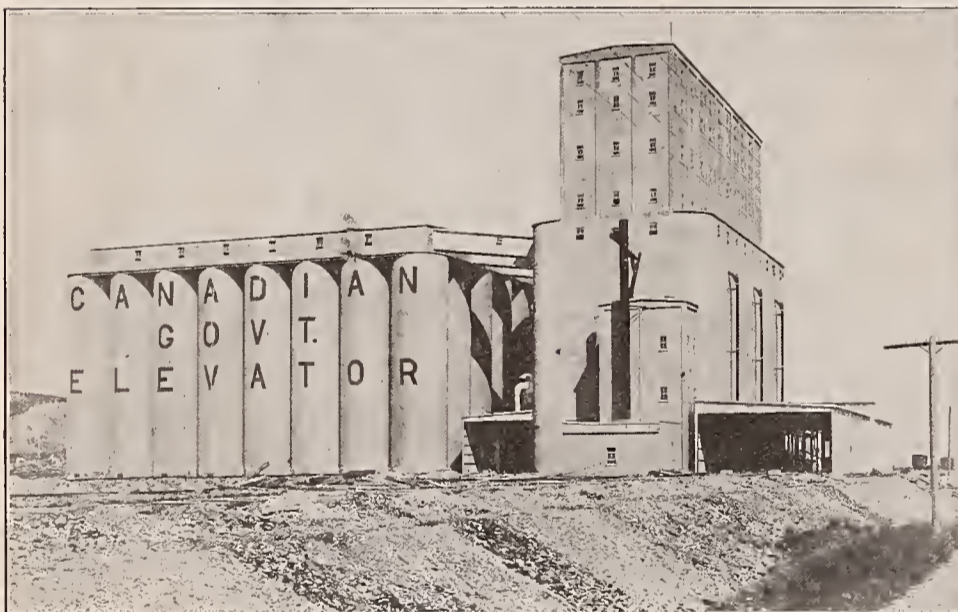
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We Build Reinforced Concrete Structures of all Types
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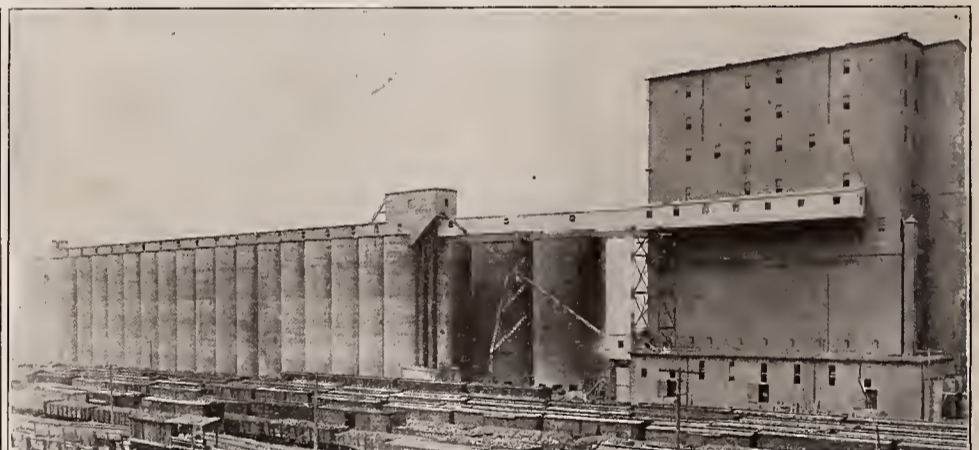
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A record of successful construction in both North and South America is proof that we can meet your local conditions and satisfy every requirement.

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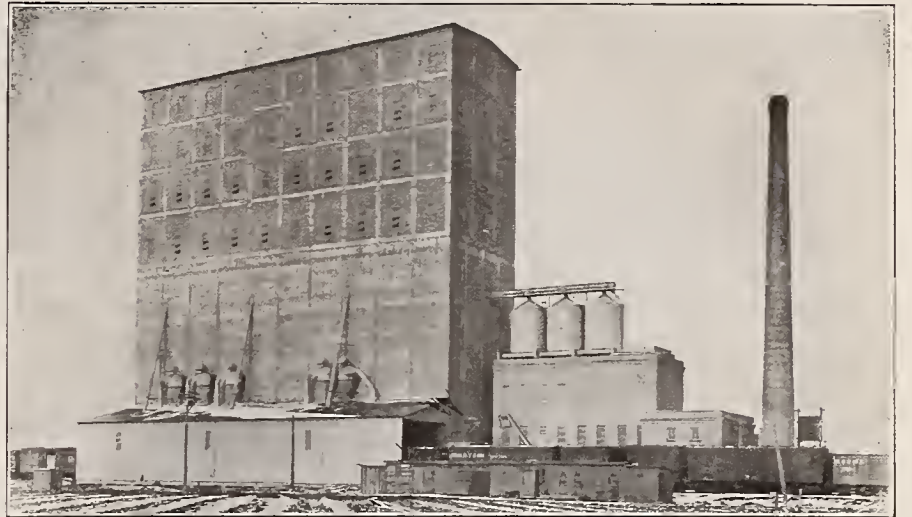
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GRAIN ELEVATOR DEPARTMENT

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The New Jersey Car Spring & Rubber Co.'s
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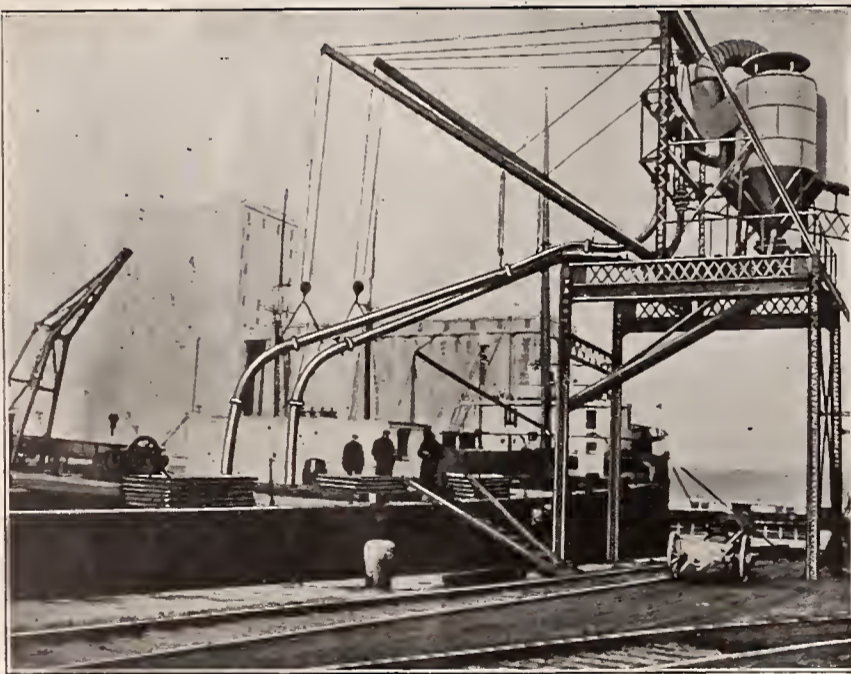
The reason for this is that there is fifty-eight years of experience built into every belt, and it comes out in satisfactory service.

The varied conditions under which GRAIN ELEVATOR BELTS must necessarily operate, have been the subject of careful study and investigation by this company. The result is SATISFACTORY SERVICE under the most strenuous test.

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Either by SUCTION or PRESSURE

offer the only means of satisfactorily solving difficult TRANSPORTATION and UNLOADING problems.

Grain can be carried by AIR ECONOMICALLY THROUGH DISTANCES UP TO 2000 feet and lifted 200 feet.

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LABOR SAVING—AUTOMATIC—CLEAN—NO DUST—
NO BREAKAGE OF GRAIN—NO REPAIRS—
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The "Knickerbocker Cyclone"
Dust Collector

For Grain Cleaners

ALL STEEL



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Profitable Grinding

means economical, dependable machinery on the job every day.

"SCIENTIFIC" Ball Bearing Attrition Mills
(Users are fully protected by our warranty as to efficiency, workmanship and patent litigation)

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mills fill the bill and fatten profits. They have a reputation for years of service, with low operating cost, and uniform product.

15 to 100 H. P. Belt or motor driven.

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THE MYERS TYPE S. S. & S. GRAIN MACHINE

Is entirely unique in the grain-cleaning-machinery field, utilizing the differences in **Specific Gravity**, instead of screens or sieves, as a medium for cleaning or separating grain. Built in two types, seven sizes.

This machine has had a most remarkable sale from date of introduction, BECAUSE THE SPECIFIC GRAVITY METHOD, as applied in the Myers Type cleaner, is the most accurate and remunerative of any commercial method yet discovered, from the standpoint of the grain dealer, whether miller, cereal food manufacturer or elevator man—retailer or wholesaler.

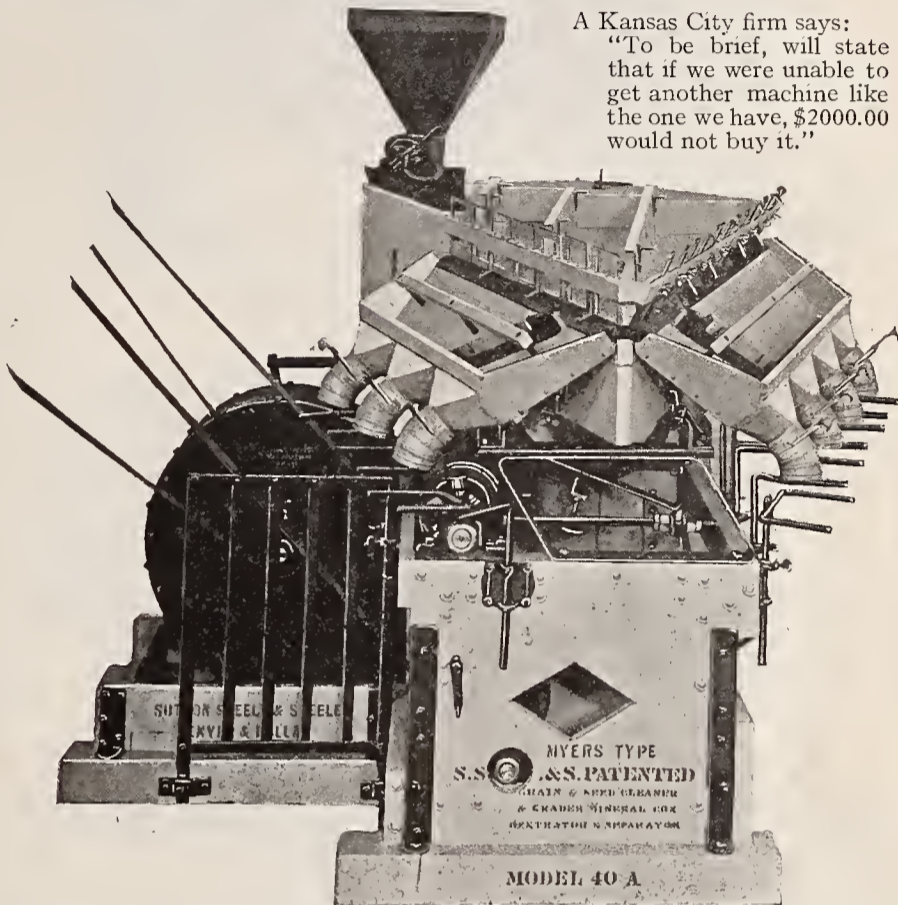
The reason for this is because the Myers Type Grain Cleaner applies this principle with such precision as to make all the separations, do the same cleaning, produce the same grades, etc., as accomplished by any grain machine—and in addition, when desired, a slight adjustment on the machine will enable the operator to produce heretofore impossible and unheard-of grades, make perfect separations of such combinations as

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Increases the profit-making opportunities of the grain man. Fully guaranteed. Endorsed by users everywhere.

Write for descriptive literature—gladly sent on request.

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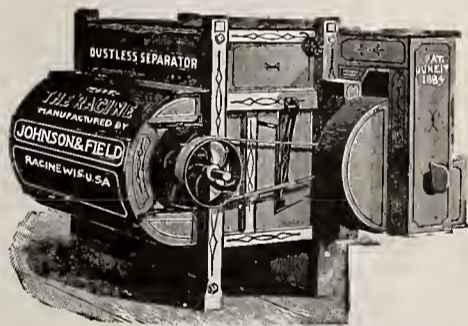


A Kansas City firm says:
"To be brief, will state that if we were unable to get another machine like the one we have, \$2000.00 would not buy it."

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MEANS SATISFACTION FOR THE OWNER

They are built for perfect service and will always clean and grade your seeds or grain in a better condition than any other machine.



Write for information and prices about the finest line of warehouse mills made in the world.

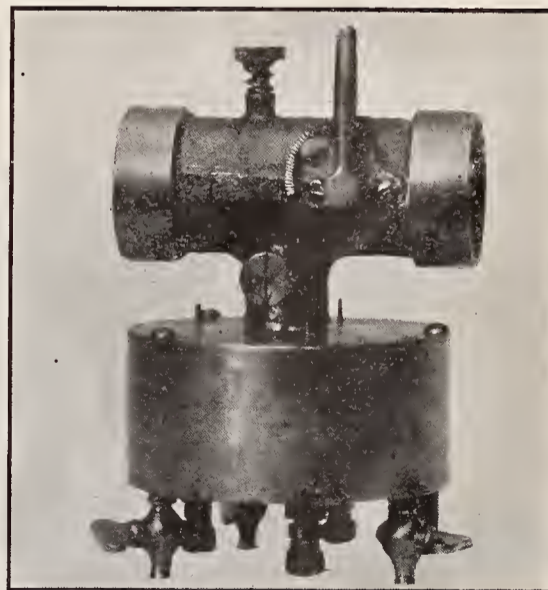
JOHNSON & FIELD MFG. CO., RACINE, WIS.
Manufacturers of Farm and Warehouse Mills

CUT OUT THE "TAX ON GASOLINE"

—OR—

Six Reasons Why You Should Use Our KEROSENE CARBURETOR

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Country Grain Dealers

We can save you considerable time and money if you will install a

Cyclone Dust Collector

in your Elevator.

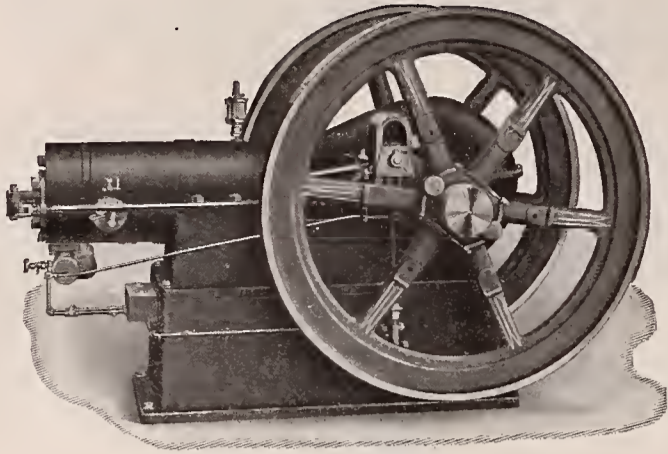
Complete slow speed dust collecting systems installed on modern plans and guaranteed.

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It will carry full load instantly—operate on Kerosene, Distillate Motor Spirits or other fuels of like density that may be obtainable.

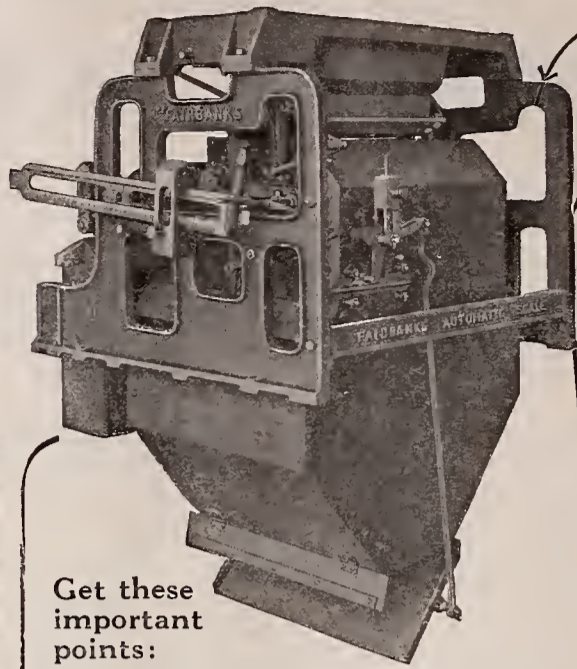
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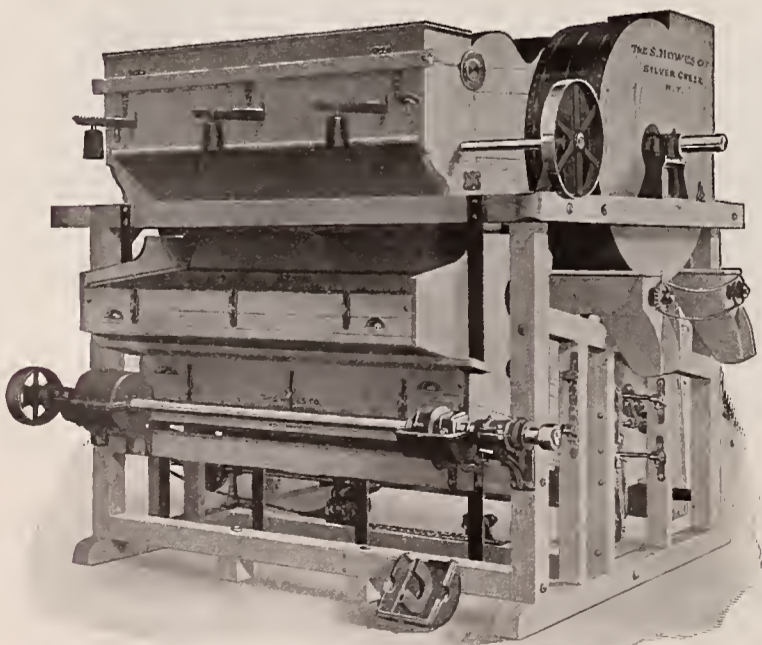
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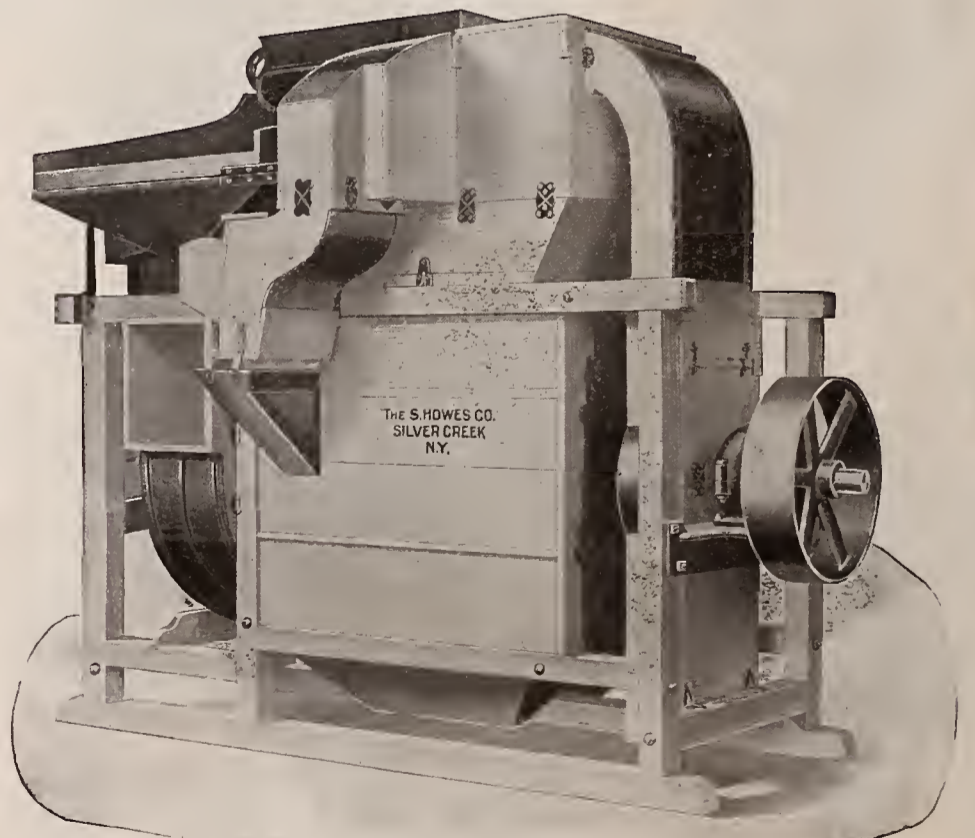
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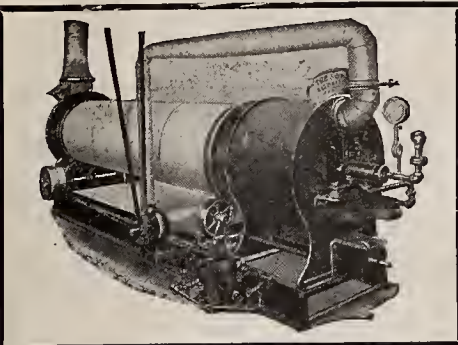


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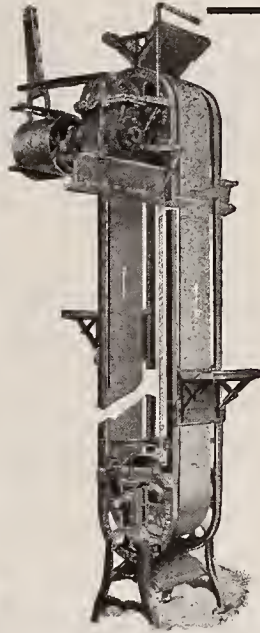
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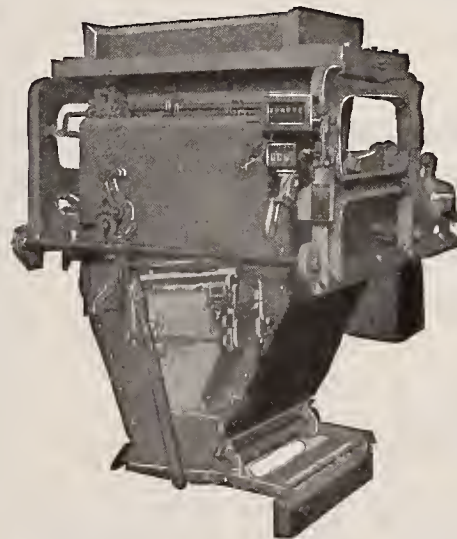
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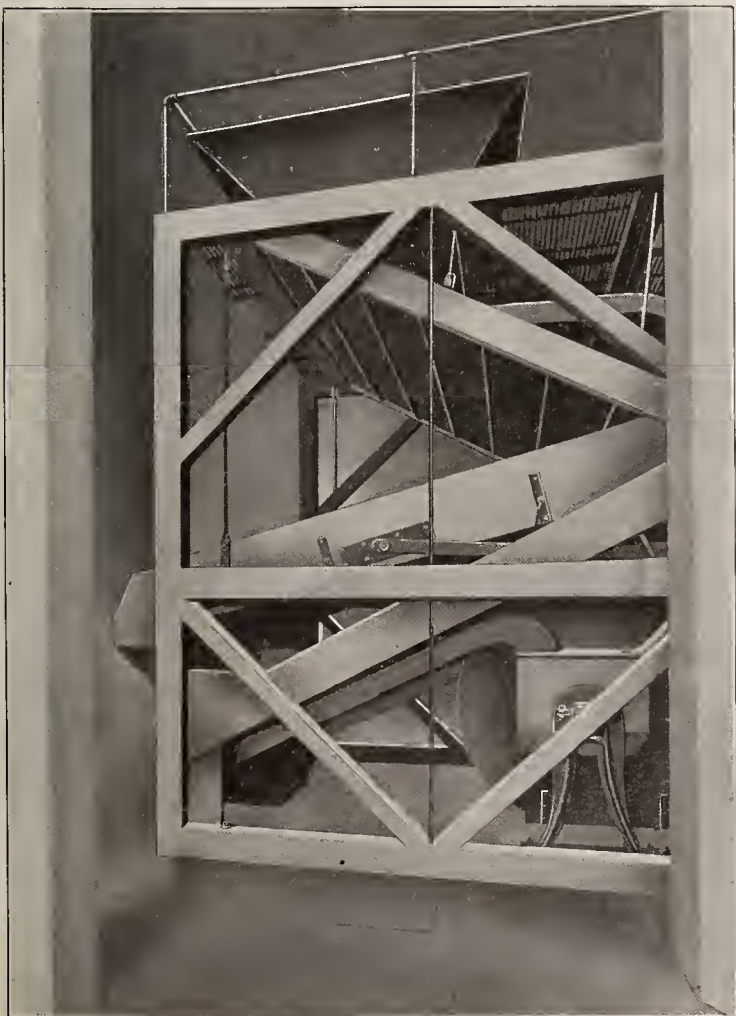
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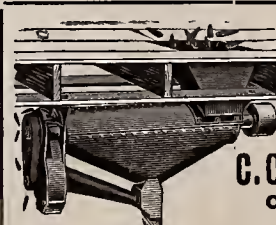
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Grain Dealers National Association

will be held in this city. To those who have already sojourned within the gates of the "Monumental City" these words will cause a pleasant reflection in the mirror of the mind. To the uninitiated, we say "COME!"

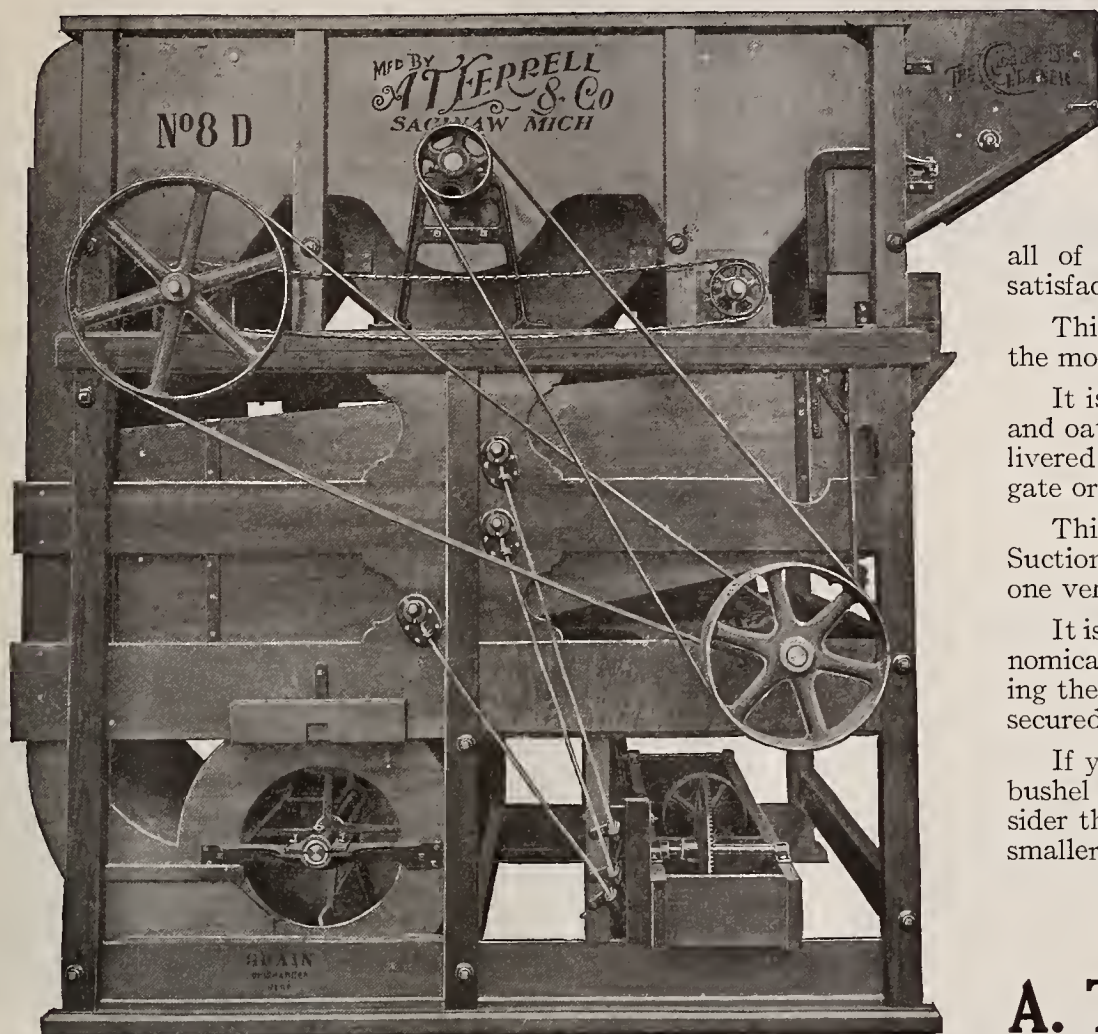
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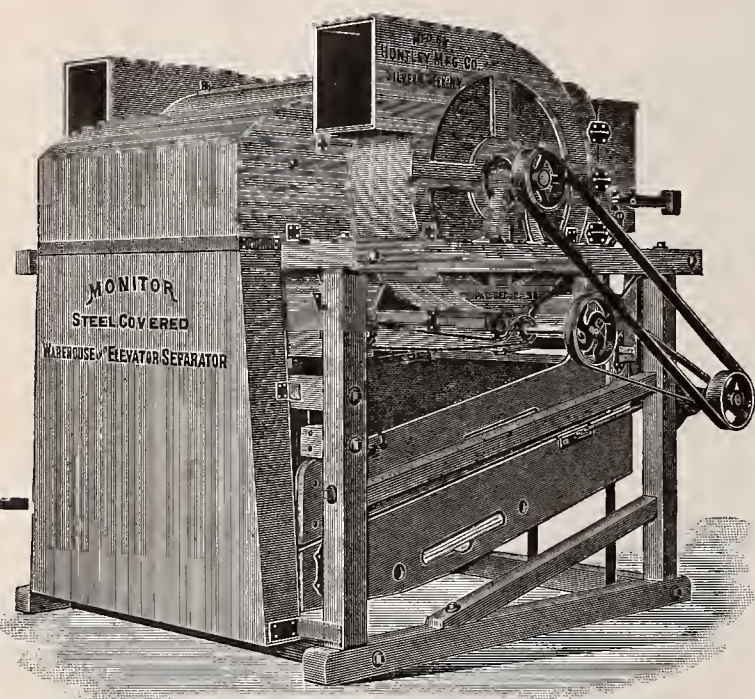
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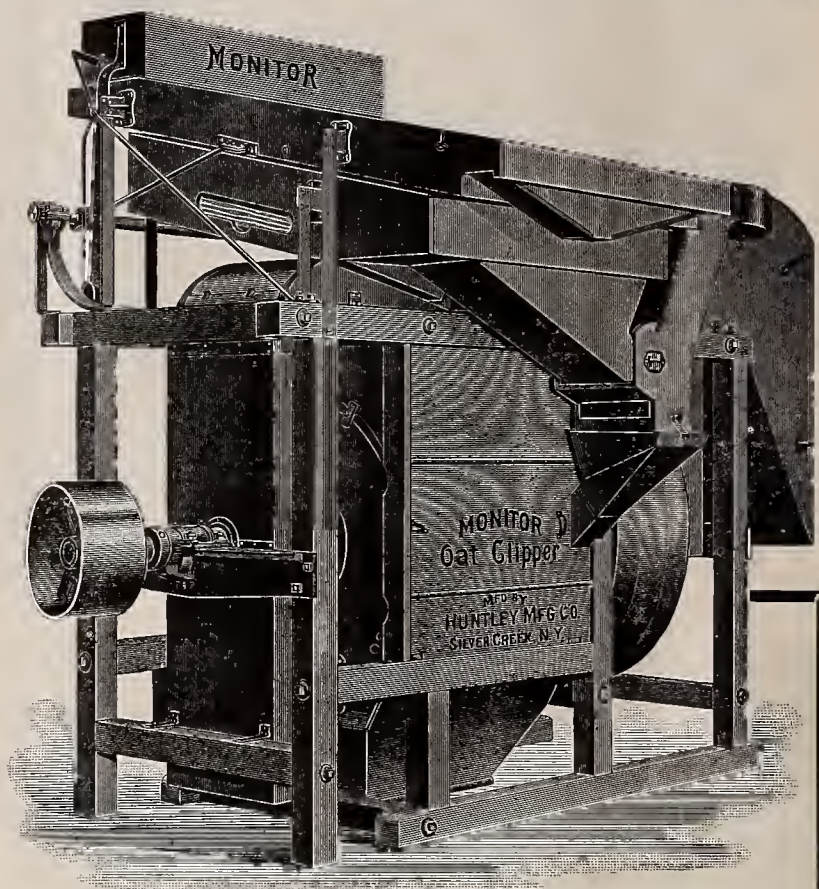
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Vol. XXXV.

CHICAGO, ILLINOIS, SEPTEMBER 15, 1916.

No. 3

After the Cyclone at Great Bend, Kansas

New Grain Elevator a Model of Design and Construction—Equipment Meets Growing Needs of Community—
Interstice Bins with Single Row of Tanks a Feature

ON NOVEMBER 10 of last year a cyclone struck Great Bend, Kan., and completely demolished three flour mills there, the storm reaching its greatest intensity directly over the mills. Other property in the town was damaged, but the property represented by the mills was by far the greatest loss to the community, except those unfortunate people who lost their lives in the storm, two of them being employees of the Moses Mill.

The Moses Mill, which is the name it formerly went by and probably always will, although it is a part of the Kansas Flour Mills Company, like the others, was so completely demolished that it had to be razed before the work of reconstruction could be started. The work started immediately, for there was no doubt for a moment as to whether or not the mill and elevator would be rebuilt. From its

inception the plant has been successful. It was built by the Moses Bros. Mill & Elevator Company in 1901. The company was composed of E. W. and C. L. Moses, but several years later they sold out to two other relatives, L. E. and Seward Moses, who turned over the property to the Kansas Flour Mills Company when they acquired an interest in that great corporation.

The design and construction of the new plant was put in the efficient hands of the Macdonald Engineering Company of Chicago. The new plant will rank with a few of those model mills and ele-

vators that have been constructed lately and will be one of the show places of the town. The illustration shows the elevator which takes the place of the one destroyed. It is equipped to not only take care of the wheat as it is consumed in the mill—although that, of course, will be the chief use to which the elevator will be put—but it can also take care of the grain shipping end of the business. for Barton County, in which the town of Great Bend is located, is one of the great wheat counties of the country.

The new mill of the Kansas Flour Mills Company



NEW GRAIN ELEVATOR OF KANSAS FLOUR MILLS COMPANY, GREAT BEND, KAN.
Designed and Constructed by the Macdonald Engineering Company, Chicago, Ill.

has a capacity of 1,500 barrels per day. The plant consists of four portions—the mill, the warehouse, the power house and elevator.

The mill is a structure 36 feet wide, 113 feet long and 85 feet high, comprising six stories and a basement, the bays being 18 feet. The liberal use of windows will make the building free from the gloomy interior which is so frequently seen in the mills of earlier construction.

At the end of the mill is a two-story warehouse 36 by 70 feet. Along both sides of the warehouse, as well as of the mill, reinforced concrete loading platforms, protected by reinforced concrete awnings above, enable loading of the mill products to proceed on two tracks simultaneously, one on either side of the building.

The power house is a structure 39 feet wide by 44 feet long, and it, like the mill and warehouse, is built

of reinforced concrete. Diesel oil engines will be used for power.

The elevator consists of a working house 30 feet by 31 feet 4 inches, containing twelve rectangular bins, and a storage house with cylindrical bins. Wheat is received from cars on either of the two tracks through the track shed, between the mill and elevator, and also from farmers' wagons. A 2,000-bushel hopper scale, a wagon dump scale, a No. 8 Invincible Separator, a car-loading spout, three elevator legs and a car puller, are included in the equipment; 24-inch conveyors deliver wheat to and

receive it from the storage bins, and carry it through a gallery to the mill. All machinery is driven by electric motors.

The storage bins comprise four tanks 30 feet in diameter by 80 feet high. The unique feature in connection with these storage bins is that although there is but one line of tanks, the outside triangular pockets are used for storage, thus providing small bins for odd lots.

The structures have recently been completed, the elevator has already been filled with wheat and the mill will be put into operation shortly.

THE NEW CORN GRADES

To designate as "new" the corn grades which were officially promulgated on September 1, 1916, by the Department of Agriculture, is, perhaps, overstating the fact, for the changes from the standards for corn which were fixed and went into effect July 1, 1914, are very slight. Nevertheless, the grades are different and are in that sense literally "new," although the trade will hardly be cognizant of a change. The grades were promulgated on September 1, so that they become effective under the law on December 1, 1916.

The chief differences in the new grades and the old is in the amount of foreign material and "cracked" corn allowed. Under the corn grades of 1914 in No. 1 corn 1 per cent of foreign material was allowed and 2 per cent of "cracked" corn; in the new grades only 2 per cent of foreign material and cracked corn. Under the old system No. 2 allowed 3 per cent of cracked corn and 1 per cent of foreign material; the new grades allow 3 per cent of foreign material and cracked corn. No. 3, old, had 4 per cent of cracked corn and 2 per cent of foreign material; No. 3, new, has 4 per cent of cracked corn and foreign material. No. 4, old, 4 per cent of cracked corn and 2 per cent of foreign material; No. 4, new, 5 per cent of cracked corn and foreign material. No. 5, old, 5 per cent of cracked corn and 3 per cent of foreign material; No. 5, new, 6 per cent of foreign material and cracked corn. No. 6, old, 7 per cent of cracked corn and 5 per cent of foreign material; No. 6, new, 7 per cent of foreign material and cracked corn.

Thus it is seen that the new grades are more strict so far as admixture is concerned, but in moisture, color, condition and amount of damaged corn they are just the same as the old. Under the new rules No. 1 corn must weigh not less than 55 pounds to the bushel, and No. 2 must weigh not less than 53 pounds.

In the *Service and Regulatory Announcement*, No. 11, which contained the recent promulgation of the new grades, the "General Rules" of 1914 were omitted, but the following "Definitions of Terms" was included:

The following terms hereinbefore used shall be construed, respectively, to mean—

White corn.—Corn of which at least ninety-eight per centum by weight of the kernels are white. A slight tinge of light straw color or of pink on kernels of corn otherwise white shall not affect their classification as white corn.

Yellow corn.—Corn of which at least ninety-five per centum by weight of the kernels are yellow. A slight tinge of red on kernels of corn otherwise yellow shall not affect their classification as yellow corn.

Mixed corn.—Corn of various colors not coming within the limits for color as provided in the definitions of white corn and yellow corn. White capped yellow kernels shall be classified as mixed corn.

Foreign material and cracked corn.—Kernels and pieces of kernels of corn and all matter, other than corn, which will pass through a metal sieve perforated with round holes fourteen sixty-fourths of an inch in diameter, and all foreign material remaining on the sieve after the sample of the corn involved has been screened.

Heat damaged and mahogany kernels.—Kernels of corn which have been discolored as a result of heating caused by fermentation or as a result of fire.

Per centum.—In case of foreign material and cracked corn, damaged corn, and heat damaged and mahogany kernels, is the percentage ascertained by weight.

Per centum of moisture.—The percentage of moisture contained in corn (maize), which shall be equivalent to that ascertained by the moisture tester and the method of use thereof described in Circular No. 72, and supplement thereto, issued by the United States Department of Agriculture, Bureau of Plant Industry, accompanying this order.

Operations of U. S. Grain Quarantine System

Federal Quarantine Growing in Importance as Foreign Seeds Are Being Sought for Our Use—Methods Easily Comparable to Investigation of Human Diseases at Ellis Island—Latest Devices Described

By WALDON FAWCETT

IF IT succeeds in keeping out of the country the most highly destructive diseases that have ever menaced the corn crop of the United States, Uncle Sam's seed and grain quarantine system will have earned the respect and admiration and gratitude of all men in the grain trade. In the enforcement of a sweeping extension of the quarantine against Indian corn from the Orient, the machinery of the U. S. Department of Agriculture for keeping out undesirable immigrants has imposed upon it the heaviest task yet undertaken. However, the peril warrants every measure of "prepared-

systematically enforcing a "No Trespassing" policy and it is considerably less than half a decade ago that there came into existence the body known as the Federal Horticultural Board which is acting as a sort of board of directors in enforcing the present corn quarantine. This body now spends about \$120,000 a year on its regulatory work and, luckily, has had time to recruit an efficient force of inspectors ere the present threat was held over the head of our corn trade.

To the grain man it may appear that the Department of Agriculture has acted just in the nick of time in declaring a quarantine against any and all importations from an area equal perhaps to half the corn-growing world, but in reality this very menace to our corn crop has been worrying Federal seed and grain experts for many years past. Long before we heard anything of the project for a national quarantine system or a national board to run it, David Fairchild, the eminent authority, wrote to the *New York Sun* a warning of the significance of the corn disease that had appeared in the island of Java. Then, when the Federal Horticultural Board was formed, it promptly exercised the authority conferred upon it to investigate insect and plant disease conditions as a basis for needed quarantine action, by making a thorough study of the corn destroyers that were at work in the Far East.

Definite action was first taken in the spring of 1915 when the "No Admission" sign was put up for seed and all other portions of maize and closely related plants coming to the United States from certain portions of the Orient that, as has been explained, had long been under suspicion. Now, the quarantine has been extended to cover all of southeastern Asia and the islands of the Pacific in the affected zone. Hence the latter part of the year 1916 finds Uncle Sam shutting down absolutely on shipments from such countries as China, Japan, India, Siam, Indo-China, Malayan Archipelago, Australia, New Zealand, Philippine Islands, Formosa and the whole of Oceania. All portions of Indian corn or maize in the raw or unmanufactured state, as well as seed, are, by Secretary Houston's order, to be considered taboo at all American ports of entry.

The explanation of this action given to grain men who have written to the Department of Agriculture is that the present far-reaching prohibition is made necessary by the presence of destructive diseases caused by fungi of the downy mildew group, that is related to our grape mildew and likewise to potato late blight. One species is, so far as known, limited to maize and as present in Java it attacks young plants causing great damage. Another destructive agent which was first found in Formosa but has latterly been located in the Fiji Islands, Queensland, etc., is capable of completely preventing corn from developing any fruit. Yet another corn downy mildew has appeared in British India where it is wreaking great havoc and finally our own Philippines harbor a parasite that has been known to completely ruin the crop. An entirely different group of parasites, equally obnoxious, have been located in Japan and India and some of these are able, if they attack the plants when young, to entirely prevent fruiting.

What has alarmed our quarantine sharps in particular in the present situation is that the downy mildews, against which the new law has been especially invoked, thrive under exactly those conditions of warm moist weather which are regarded as ideal for corn production by most of the growers in our "corn belt." Hence the anxiety lest these mischief-makers gain entry to the Mississippi

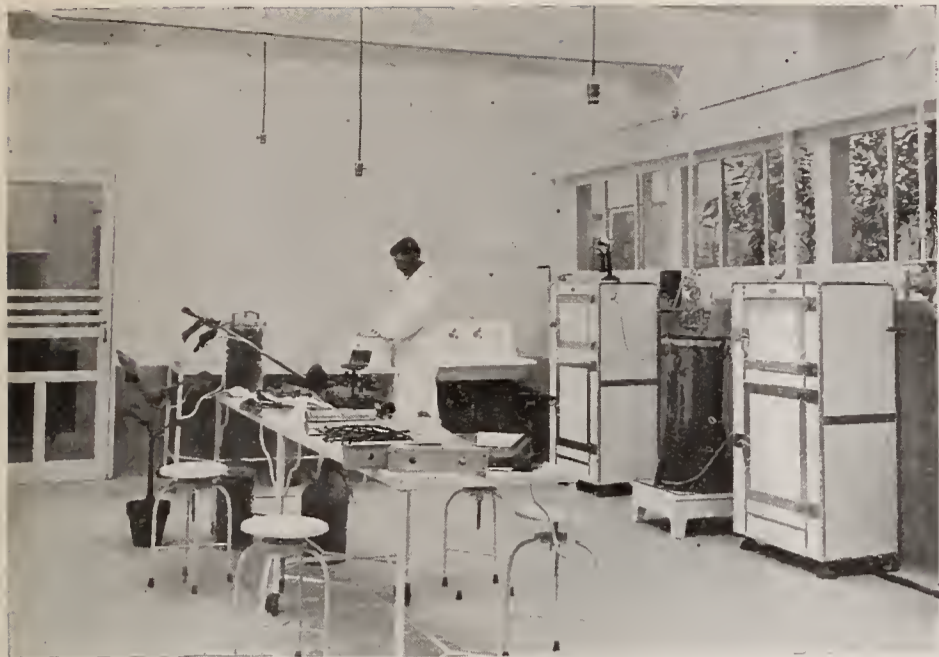


E. R. SASSCER
Chief Seed and Grain Quarantine Inspector, and Inventor
of Seed Fumigation Apparatus.

ness' that can be taken, because it is realized that if the corn downy mildews and other corn parasites from the other side of the globe got into the Mississippi Valley incalculable damage might be sustained by the American grain trade.

What may interest the grain trade, especially, in this putting up of the bars against corn from Asia, Australia, the Philippines, Japan, etc., aside from the significance that this exclusion act bears on its face, is that this mounting of sentries against foreign enemies of our corn crop marks the first ambitious effort of the administrators of the Federal plant quarantine laws to serve the grain trade, specifically. The quarantine organization already has to its credit several successful "alarms" against plant pests that might have been imported into the United States from foreign countries but, as it happens, most of these have had to do with potatoes, fruits, etc., and the present mobilization marks the first project for standing guard in behalf of the cereal interests.

In this connection it must, of course, be taken into account that the Federal seed and plant quarantine as now conducted represents one of the newest activities of our national Government. It is only within the past few years that the Department of Agriculture has been provided by Congress with the money and the legal weapons for

INSPECTION ROOM OF THE U. S. SEED AND GRAIN QUARANTINE SYSTEM,
WITH ICE CHESTS SHOWN AT RIGHTSTERILIZING THE HANDS AFTER MAKING AN EXAMINATION OF SOME
SEEDS AND PLANTS FOUND TO BE DISEASED

Valley. The better to exclude them, the Department of Agriculture has enlisted the co-operation of the Post Office Department and orders have been issued to all postmasters to cause the immediate return to the place of origin of all packages that may be received by mail containing seeds or other products of the plants under suspicion.

Back of the service that the Federal Horticultural Board is rendering to the grain trade in excluding cereal pests or parasites there is a vast amount of detail and routine work involving the inspection and certification of nursery stock, seeds, and other plant products, under regulation. Prompt notification must be had of the arrival and proposed distribution of any immigrants belonging to the plant world and arrangements made for the proper inspections either at the port of entry or at the place of destination. Permits must be issued, reports obtained from importers and reports transmitted in some instances to state inspectors so that, all told, there is a considerable amount of what the outsider is prone to regard as red tape, although doubtless the beneficial ends justify the means.

A foreign quarantine which, as in the case of the present corn decree, absolutely prohibits the entry of offending products is ordinarily not so difficult nor expensive to enforce as a domestic quarantine which provides, say, for the movement of the quarantined articles under a system of inspection and certification. Of the foreign quarantines the most difficult, obviously, to enforce, is a quarantine against Mexico. Here the customs officers can be depended upon to keep close tab upon commercial importations but on account of the freedom of interchange of commodities there is, in normal times,

considerable risk of violation outside of commercial importations. This has been strikingly exemplified by the problems attendant upon the enforcement of the Mexican fruit-fly quarantine, and the quarantine against the seeds of the avocado or alligator pear.

Co-operation is the keynote of the operations of the Federal Horticultural Board and the conduct of the national seed and plant quarantine system and it is this "team work" which augurs best for the ability of this sort of "coast defense" to exclude anything and everything that would ultimately involve in loss American grain trade interests. Not only is there co-operation, as has been explained, with the Post Office Department but likewise with the Treasury Department which operates our custom houses and with the Department of State which has jurisdiction over the American consular officers located all over the world. Foreign inspectors form another cog in the inspection and quarantine machine and finally there is the co-operation by state inspectors which is highly important because the entire responsibility for inspection at destination rests upon the several states. If any commercial interests oppose the establishment of a quarantine the Federal Horticultural Board is likely to conduct hearings, at which all arguments pro and con may be presented, before clapping on the restrictions.

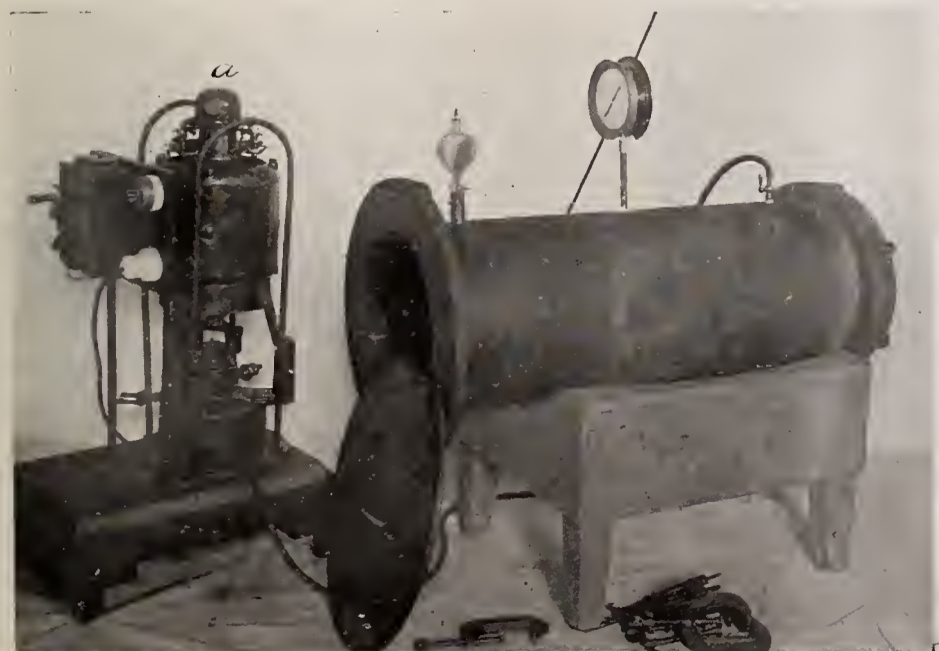
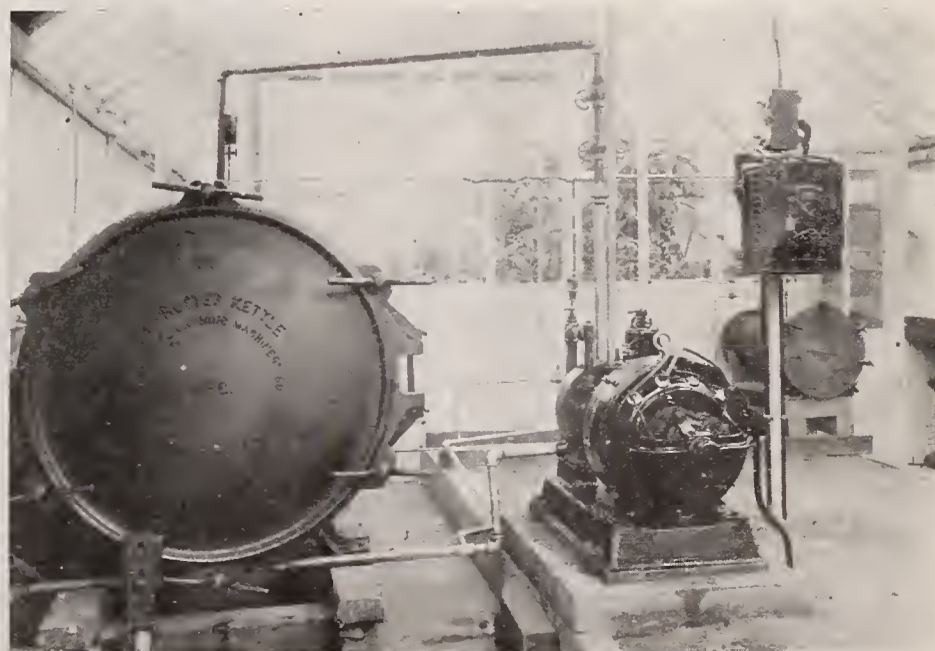
Since the present turning back of corn from the Orient is the first conspicuous service which Uncle Sam's quarantine system has rendered the grain trade it may be consistently said that the benefits to be conferred by this new Federal service are largely prospective and therefore it becomes of importance what facilities have been provided for

carrying into effect the ambitious protective program mapped out. Granted that certain diseases are as infectious and as fatal to plants on farms and plantations as are cholera and smallpox to man in congested districts it becomes a matter of concern that there be no loopholes for the admission of the pest breeders any more than there be opportunities allowed for travel by the human victims of a plague.

The officials at Washington feel confident that they now have the Governmental system of inspection and quarantine so worked out that every new plant or seed coming into the country is examined by every known method for the presence of diseases. To facilitate this careful microscopic examination of all material and to give any necessary hospital treatment to diseased or supposedly infected plants and seeds there has been erected at the seat of government a special Quarantine Inspection House and Plant Detention Greenhouse that is the first institution of its kind provided anywhere in the world and that is well worthy a visit from every grain man who has time to spare when in the national capital.

This quarantine inspection house contains an inspecting room that is insect proof, with cement floor and walls. There are operating tables which can be disinfected with corrosive sublimate; ice chests in which plant material can be stored at a constant temperature which will keep it alive; a fumigating cylinder in which plants and seeds can be placed for fumigation by hydrocyanic acid gas; and an incinerator in which all diseased material is burned to ashes.

No less interesting than this inspection room as a means of enforcing a "keep well" policy for

THE RETORT INVENTED BY CHIEF INSPECTOR SASSCER AND USED BY
HIM IN THE FUMIGATION OF SEEDFUMIGATION CHAMBER FOR STERILIZING PLANTS AND PLANT PRODUCTS
IN THE QUARANTINE HOUSE

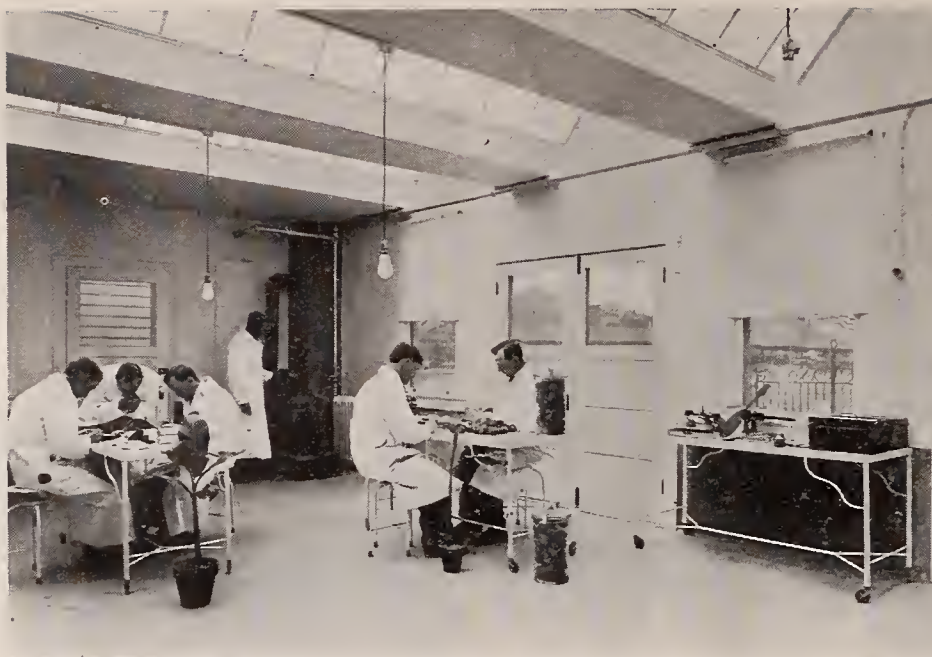
our plant and seed resources, are the series of small greenhouses that adjoin the room just described. The small greenhouse compartments are all made insect tight by means of copper screen of exceptionally fine mesh and each compartment is entirely independent of all the others, alike to wards in a hospital. Into one or another of these small isolated greenhouses all suspected plants and seeds are put and forced into growth—incubated as it were—to determine whether the diseases which they are suspected of carrying really exist and whether if they are present as feared, they are of a parasitic or dangerous character. It is the confident belief of the plant and seed "watchdogs" that this equipment safeguards the country from the introduction of any dangerous insect or fungous pest, through the Government agency, and will even insure the introduction of a new crop rid of the diseases to which it is heir in its native country.

In order to isolate the detention house where suspected cereals, seeds, etc., are under observation, the inspection building at Washington is enclosed by a high wire fence and the gates and doors are always kept locked, keys being allowed only to those responsible for the proper conduct of the work. When a grain man or other interested person visits the institution he does so by virtue of a special pass, good only for the day of issue. All the furnishings of the inspection room are of white enamel and such is the interior construction of the room—concrete walls to a height of three feet and galvanized iron above—that it is practicable to thoroughly flush or syringe the walls as well as the floor of the room with water or a disinfectant, without fear that any damage will be done. Indeed, this room is thoroughly cleaned daily and is fumigated or washed down with formaldehyde as often as the occasion seems to demand.

Grain and seed men are likely to be more or less interested in the apparatus which Uncle Sam has evolved for sterilizing plants and plant products and which has latterly served as the inspiration for a number of commercial fumigation plants. The Governmental apparatus as devised by Mr. E. R. Sasscer, Chief Inspector, consists of a fumigation chamber or retort, an auxiliary chamber or generator for the generation of the gas and an air pump. An additional air pump is part of the apparatus, though not necessary for fumigation. One end of the fumigation chamber is permanently closed while the other is provided with a heavy iron swinging door which may, by means of six clamps, be so held in place that no air can enter the chamber during an exposure.

After material to be fumigated has been placed in the retort and the door closed and clamped, the air is exhausted until the vacuum gauge on top of the retort which registers the degrees of pressure in units equivalent to inches of mercury registers about 26 inches. Then the suction is cut off and there is introduced into the fumigation chamber through a pipe the gas that has been generated in the auxiliary chamber in either one of two ways. Material to be disinfected likewise is fumigated in either of two ways, namely, by generating the gas in the presence of a partial vacuum and holding the vacuum for a definite period, or by generating the gas in the presence of a partial vacuum and returning to normal atmospheric pressure upon completion of the generation.

For seed men this fumigation apparatus and its operation has especial significance because the Federal experts declare that a perfectly reliable method of destroying insects present in seeds imported into this country without injury to the seed has long been needed. The exclusion of insects by a careful selection of apparently uninfected seeds at the port of export seems to have been proven impracticable because many injurious in-



EXPERTS AT WORK IN THE CEREAL QUARANTINE HOUSE

sects pass their larval and pupal stages and a portion of the adult stage inclosed within the seed and on this account might readily escape notice when the seeds were inspected. Furthermore, seeds are frequently received from localities where injurious insects are not well recognized, whereas other insects which are only slightly injurious in their native habitats occasionally become destructive pests when established in this country.

With the idea that the ordinary methods of destroying insects in stored seeds by subjecting them to heat, carbon bisulphide and hydrocyanic acid in the presence of air are unsatisfactory, Chief Inspector Sasscer hit upon the scheme of creating a partial vacuum in the container in which the seeds are placed and of filling the chamber with some gaseous insecticide, such as carbon bisulphide or hydrocyanic acid on the theory that a larger amount of gas might thus be forced into the crevices of the seeds and into the insect galleries than is possible where gas is employed under normal atmospheric pressure.

This method has proven entirely successful in the case of a number of different seeds and insects and this subject is the more closely related to the general topic of this article in that the chamber which was employed for seed fumigation was the

original retort used for sterilizing plants and plant products at the Quarantine Inspection House and Plant Detention Greenhouses. This smaller fumigation chamber is, indeed, yet in place as a part of the plant and whereas it is utilized now as an auxiliary chamber or generator for the generation of gas it is so arranged that it can be used as a fumigating chamber by the simple expedient of closing the gas cock.

Seed experiments are to continue in connection with the other work of this important branch of the Government, but it has already been demonstrated that fumigation in an air-tight chamber from which the air has been practically exhausted will kill insects, without injury to the seed, in a much shorter time than it could otherwise be accomplished. In fact, it has been found that this sort of a "Turkish" bath

treatment, for an interval of from one-fourth to one-half hour, suffices. The Government is deeply interested in the best methods of seed fumigation incident to the operation of the quarantine system because certain divisions of the Department of Agriculture, such as the Offices of Cereal Investigations and Forage Crop Investigations, bring in seeds of cereals in great variety and from every nook and corner of the world. It is quite evident, therefore, that constant vigilance must be exercised by the grain quarantine experts to prevent the importation of plant diseases with the new cereal varieties.

NEW CONCRETE GRAIN STORAGE TANKS FOR THE CAPITAL

The rush of business during the past year proved conclusively to the Wilkins-Rogers Milling Company, Washington, D. C., that the grain storage bins in its mill were not large enough. Therefore no time was lost in awarding a contract for additional storage.

The available site for their new improvements was somewhat unusual in shape and limited in size, it being at the edge of a steep hill, and bordered on one side by the head race of the water wheel, and the new building was designed to fit and utilize to the best advantage a corner of the lot between the present mill building and the hill.

The new addition which has just been completed occupies a ground area of 27'4"x27'4" and is 73'3" high to the top of the roof slab. The foundation is made up of a reinforced concrete slab extending beyond the building line, and resting on concrete piers that are built to solid rock. Under the slab and on a center line of the building a concrete tunnel is built, with connection to the basement of the present mill building, and with a window in the end for light and ventilation. On the foundation slab are built four concrete circular bins 12 feet 9 inches in diameter and 65 feet 6 inches deep, arranged with walls joined, and forming a center bin. The bottom of the bins are hopped to bin openings and are troweled to a smooth finish.

Above the bins a cupola is built and enclosed by the extension of the outside walls, with a walkway protected by hand-rails running the length of the building. The cupola has a fire door in the end adjoining the mill building and is lighted by four steel windows glazed with ¼-inch wired glass, and having pivoted ventilating sections. The bins are covered with a concrete slab, with tarred felt and gravel roof.

Most of the grain received by the company is unloaded from cars on the opposite side of the mill, and additional machinery was installed to handle the grain from the conveyors in the present building. A steel-encased dust-proof elevator leg, located between the new concrete bins and the mill, with steel box screw conveyors under and over the bins, are installed in the new building.



A CORRIDOR IN ONE OF THE PLANT DETENTION GREEN HOUSES

A short leg is located in the mill with connections to the present conveyor, and discharging into the conveyor over the concrete bins. A full complement of spouts is installed, connecting all the bins of the new building with the mill, so grain can be received, cleaned, stored and transferred. On the roof of the mill building a head house was built to enclose the elevator head, stairway and machinery drives.

The elevator was designed and erected by Deverell, Spencer & Co., 1007 Garrett Building, Baltimore, Md. The machinery was furnished by the Weller Manufacturing Company of Chicago. The building is entirely fireproof and has a storage capacity of 25,000 bushels, which may be increased later by adding fore tanks.

This type of concrete elevator is an innovation for Washington and has created considerable inter-

Changing Demand in Poultry Feed Business

Consumer Wants Better Class of Stuff Than Formerly, and Is Willing to Pay for It—Even for Chickens (Feathered) the High Cost of Living Is Making Its Problems

By G. D. CRAIN, Jr.

A VETERAN feed manufacturer, whose volume of business in hay and grain has been growing so rapidly as to require two or three removals to keep up with it, was talking recently about some of the things he has discovered about the poultry feed business since he got into the game half a dozen years ago. It took him some time to find them out, and inasmuch as there may

decided to put the best stuff we could get into this product, and to use only high-grade, clean grain, which in appearance and quality would be top-notch. We realized that we should have to charge a good deal more for this than we had done for the other, and were somewhat doubtful as to whether we could build up a sufficient demand for it to make it a paying proposition.

"However, we went to work, created another brand, got up a nice package, and put out the goods with the determination to let the trade see what could be done in the way of a quality feed. We were some time getting a sufficient distribution, but it wasn't long before the repeat orders began to come in. People liked the feed, and came back for more. The result was that the dealers saw that they had a winner, for retailers like to handle a product which doesn't produce complaints and which makes for additional trade, because it pulls people back into their stores and results in permanent patronage. They stocked up more aggressively with the new brand, and pushed it because they knew that they could depend upon it.

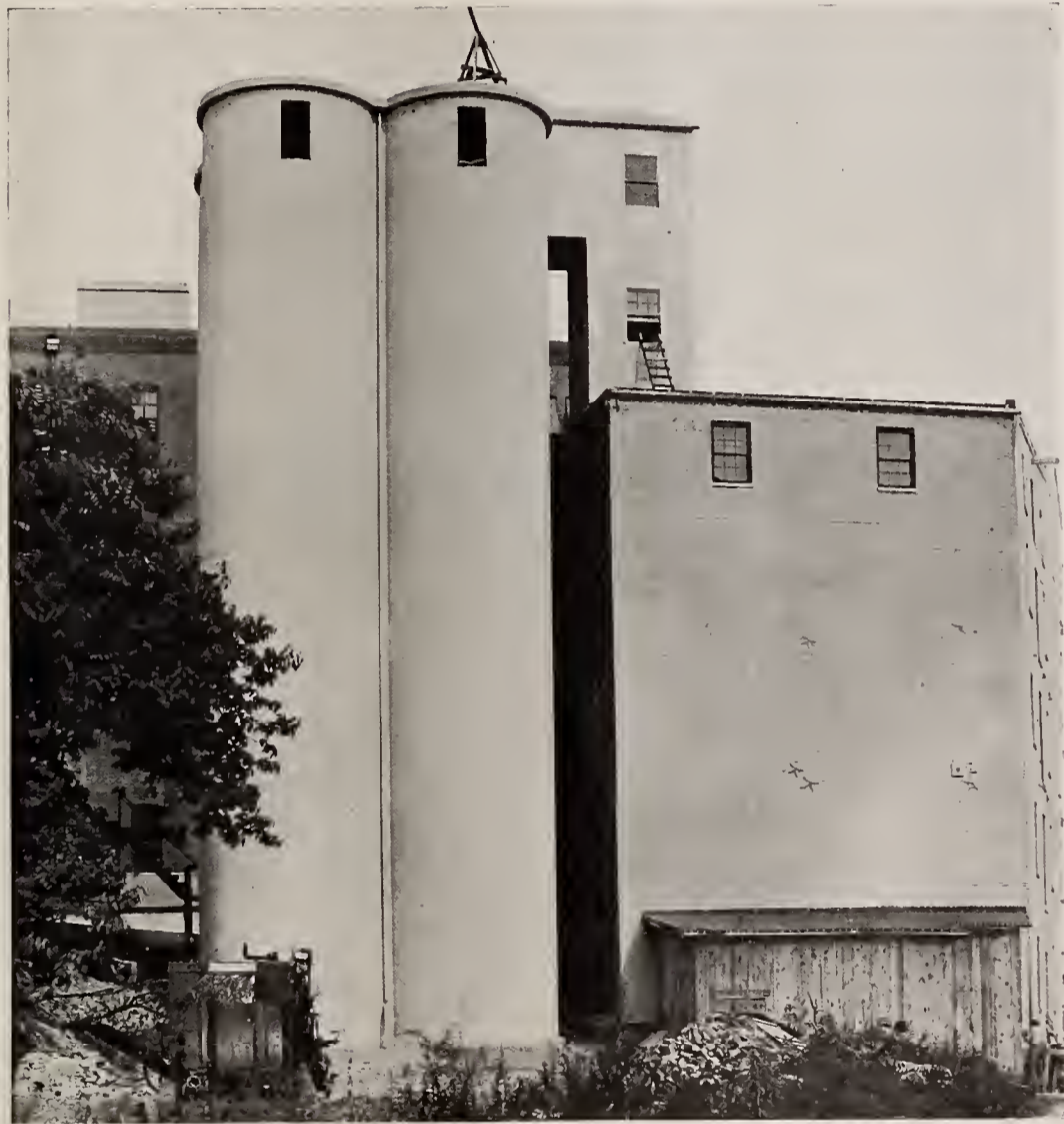
"Although the new brand has been on the market a much shorter time than the other, we are doing the bulk of the business on it, and are increasing it all the time. There never was a better proof of the fact that quality pays. When you have something of this kind, that you're proud of, you can advertise it with a clear conscience. The other kind of feed you can get rid of, but you're not inclined to brag about it.

"We have never given up the original brand, because there is a certain class of trade that seems to want a cheap chicken-feed. We can take care of the demand with this brand, while for the growing class of chicken raisers who want the best in the way of feed, we have our other line. Thus we can supply the market on either side, but the business that is growing and that we can see the future in is that which has to do with the newer brand, which is a high-grade, quality proposition all the way through."

This experience may not be typical, but at that it sounds like a reasonable proposition. When chicken raisers were in the amateur class exclusively, it is likely that they were willing to accept anything that was called chicken feed, and use it without much regard to result, as long as the chickens ate it. Nowadays, however, when big flocks are being raised on a commercial basis, the owner of the hennery is demanding profits on his investment in equipment and fowls and feed. He wants eggs or chicks in paying quantities, and he wants to use a feed that will give him these results.

That is why merely being cheap is no longer the strongest argument with chicken raisers. They want demonstration on the egg-laying qualities it contains, and on the generally nutritive features which it possesses. This calls not only for the use of good materials, but for scientific mixing, based on a knowledge of what the chickens require; but the foundation must be the right quality of grain. The effort to make low-grade stuff pass muster just because it carries a fancy label and is sold under the guise of chicken feed is no longer as successful as it once was, judging by the experience of the manufacturer who was quoted above.

This, by the way, suggests an important point in connection with the feed business, and that is the value of a good brand and a good package. Most of the chicken feed is packed in 100-pound sacks, and cotton sacks of good appearance are now being used. This enables the manufacturer of the feed



NEW STORAGE TANKS OF WILKINS-ROGERS MILLING COMPANY, WASHINGTON, D. C.
Designed and Constructed by Deverell, Spencer & Co., Baltimore, Md.

est in the city, although a concrete grain building was built there last year and there are several wooden elevators.

PROGRESSIVE DEMURRAGE

The report of the Committee on Demurrage of the National Industrial Traffic League at the summer meeting at Detroit last month embodies a recommendation for a progressive demurrage to apply from October 1, 1916, to April 1, 1917, after which date the present basis would be restored. The schedule recommended and accepted by the convention is as follows:

First two days free time; next three days, \$1 per car per day; the 6th day, \$2; 7th day, \$3; 8th day, \$4; 9th day, \$5; all days thereafter, \$5 per car per day. Under the average agreement plan one credit would be granted on each car released within the first day of free time. All credits earned to be applied against all debits accruing on cars delayed not exceeding fourteen days; all debits accruing after the 14-day period could not be offset by credits. It is to be understood, however, that the carriers on the other hand will increase the per diem rate to \$1 per car per day; that the home loading rule be not enforced except during such times when cars are plentiful and that box car equipment be pooled, the former proposition of the League to be dependent upon the carriers doing these things.

be readers of the "American Grain Trade" who are going through his experience, it is in order to listen to what he has to say.

"When I started to make poultry feed," he said, "I had the common impression that any old thing would do. That is to say, I looked on this business as an outlet for damaged grain, sweepings, etc., and as a chance to convert into money material that otherwise would be unsalable. That is where I made a mistake.

"I put a lot of money into advertising the brand that I had given to the feed, and in letting retailers and consumers know that we were in the business. The result was that we distributed a good many thousand pounds of this feed. So far, so good; but the unsatisfactory feature of the situation was that repeat orders were not numerous. We weren't apparently making good with the people we were selling to. We continued to get some new business, by direct solicitation, advertising, etc., but we didn't show the increase that we had supposed we would do, by reason of developing the accounts which had originally been put on the books.

"We worked along in this way for some time, and finally came to the conclusion that perhaps a better grade of chicken feed would make a hit. We

to display his brand effectively, and to use color-work in his printing, the result being an attractive package, one which looks good at the time it is put out and which will look well in the dealer's store. The sack is useful, and can be put to various purposes after serving the original one, and all around seems to be an improvement on other kinds of sacks.

The smaller packages, such as the 8 and 12-pound sacks which are used for feeding the little chicks, are put up in paper lined sacks, this double protection resulting in the feed reaching the consumer in good condition. These, too, are carefully printed, so as to display the brand nicely and result in attracting the attention of the buyer who may happen to be in the store of the retail distributor. Good printing of both cotton and paper sacks, by the way, is getting more attention than formerly, and it seems to be realized that the package itself may be made just as good an ad for the product as newspaper and circular advertising which the manufacturer may put out, or the store-cards which he may furnish for the purpose of calling the attention of chicken-raisers to the good qualities of the feed.

In noting the methods which are in use among manufacturers of chicken-feed, many of whom have broken into the business as a side-line to something else, and with the idea of disposing of classes of material which they could not find an outlet for elsewhere, the writer has been struck with the fact that packing methods as a rule are rather crude. This is the natural result of handling the proposition as a side-issue. The work of packing is done principally for fill-in purposes, when the employes have nothing else to do, and apparently no record is kept of the expense, measured in terms of the time of the hands so employed. For this reason the manufacturer is seldom impressed with the idea that it is costing him too much to pack his feed, but he usually believes that the work is being handled without cost, just because it is being done by men who are paid by the day to handle something else.

When the business begins to grow, so that it is necessary to have the packing department operating continuously, in order that enough stock may be constantly on hand to fill orders, additional men are put on, but the hand methods are still employed, principally for the reason indicated above, that no account has been taken of the expense of doing the work. When men whose time is taken up exclusively with packing chicken-feed are on the pay-roll, however, there is a direct charge against this business which ought to be taken account of, and which in fact should be considered in any event, whether the men are merely filling in idle periods with this special activity or not. And the chances are that the manufacturer of chicken-feed who studied this end of the proposition would realize that it would pay him to substitute better methods, and to install equipment which would enable him to handle the work much more expeditiously than it can possibly be handled when hand-labor alone is employed.

Looking at the chicken feed business seriously suggests, in view of the various factors which have been referred to, that it deserves more attention than is usually given to a side-line; that before it is undertaken the merchandising features of the business should be studied, so that it may be known exactly what the problems to be contended with are, and that the proper equipment for manufacturing and packing the feed should be installed, instead of relying on the general labor employed in the plant to carry this work without a proportionate charge being made for it.

Briefly, the poultry feed end of the trade can be and should be organized and run on a business-like basis.

CROP returns from the Netherlands indicate that grain and potatoes for consumption have yielded much less than usual this year, but the yield of commercial seeds is better than the last two years.

ARGENTINA'S GRAIN SITUATION

The Government of Argentina appointed a commission last spring to investigate the grain situation and to suggest means of relieving the growers. This commission has just made its report which was translated by the *Review of the River Plate*, as follows:

"The committee have complied with the task commended to them by studying the question in detail in the light of the abundant information supplied by leading representatives of national production, as also from the institutions or associations into which the different productive forces of the country are grouped. The information thus obtained has subsequently been confirmed by telegrams received expressly from abroad. In presence of all this data and after prolonged and careful consideration the committee have arrived at a unanimous finding as to the principal points which may be considered to be the causes originating the existing depression in our cereal market, particularly as regards maize.

"*The Wheat Market.* On this subject the information is unanimous. The universal production of wheat this year has been extraordinary. According to statistics it has been the largest on record and it is due to this fact that prices have fallen in the consuming markets. The question of freights, which is today one of first importance, has contributed to complicate the situation still further, and is the factor which operates directly in the fixing of prices. It results from our geographical situation in relation to Europe, that favored by freight rates, the North American market is able to compete on favorable terms with ours to the prejudice of our product. One example will suffice to illustrate this point clearly. If we calculate North American wheat as being worth \$10 (Argentine paper currency) per 100 kilos, f. o. b.—a good price and one very satisfactory to the grower—and if we add \$2.50 (of the same currency) for freight to Europe, we see that that wheat can be sold in the European markets at \$12.50 per 100 kilos. In the meantime, the freight from Buenos Aires to Europe, which at one period was 160 shillings per ton, has fallen 35 per cent. It is today quoted between 100 and 110 shillings or say about \$5.80 (Argentine paper, per 100 kilos. The stability of this quotation cannot be counted upon.) Under these conditions there remains to us a margin of only \$6.50 to \$7 to compete with the North American wheat reckoning our own at f. o. b. price for the ordinary quality article. These facts explain the depreciation of our wheat, but as our stock of wheat is not in reality very large (it is estimated at 1,500,000 tons), it will gradually be liquidated and either as grain or in an elaborated state it will be disposed of without appreciable loss.

"*The Maize Market.* It is the situation of this market which is really causing anxiety and which merits special attention. A relatively small stock of maize, of good quality and condition, is faced with a heavy fall in prices, produced by circumstances which are somewhat complex, the study of which with the facts placed at our disposal has not allowed us to arrive at a clear and definite conclusion as to the causes of this fall in prices. High freights, and smaller requirements in certain consuming countries, whose hay harvests have been exceptionally abundant, have all had a natural influence upon the market. But other factors have also intervened requiring concerted action to counteract their influence.

"It is not only this lack of knowledge which operates against our production. There is also the lack of unity, the want of cohesion among our agriculturists, of co-operative societies or associations which by uniting efforts and centralizing production would permit of an efficacious resistance to the few buyers who operate in the market and who are able to conduct their business without the producer enjoying the benefits of competition. The formation of such associations, whether as syndicates, co-operative societies, or merely common ownership of granaries is an imperative necessity

and the efforts of the public powers and of the institutions related to national production ought to be directed to promoting and protecting their development by means of advances to facilitate their rapid creation and working until such time as the quantity of grain warehoused would permit of fairly liberal credit operations on basis of pledge of the grain. Having regard to the benevolent attitude which our state bank has shown toward the defense of our national produce, we believe that such facilities would be obtained from its directors without difficulty.

"The industrialization of maize is a slow process and the country is not yet ripe for it. A small proportion of the production is converted into alcohol and recently a beginning has been made in the utilization of maize for the fattening of live-stock. Undoubtedly this latter application would be the most efficacious and the most advantageous solution of the problem. All efforts should be directed to promoting it, but it is a matter for the future and it does not offer an immediate solution. So much for private action, assisted by the government. But in addition official action should be displayed in obtaining from Provincial Governments, the suspension during the current year of taxes upon production and from the railways, who are primarily and directly interested in the success of our agriculture, a reasonable reduction in transport rates and a suspension of warehouse dues. The Government could also contribute storage accommodation by lending space in fiscal warehouses, following the example already given by certain private concerns.

"In the meantime and having regard to the extremely difficult situation of the maize market, the committee are of the opinion that the only measures capable of producing immediate results toward raising prices are those we now suggest to your high consideration (Minister of Agriculture). They are simple, defensive measures counseled by circumstances in presence of the situation with which we are today confronted. At the same time they afford a means of manifesting an intention, namely to demonstrate that the public powers are not remaining aloof during the critical situation affecting one of our principal sources of wealth. This would provide at once a stimulus and a protection. We recommend that the Government should appoint a committee for the protection of agriculture, whose functions would be: To accept consignments of cereals from agriculturists and merchants and to sell same. Persons desirous of availing themselves of the services of this committee to communicate their intention within thirty days of the government decree (appointing the committee) stating the quantity of grain they have for sale and accepting the conditions to be made known in due course. The committee to have power to ask for and accept credit facilities from the banks established in the country, both official and private, and to make advances upon the maize consigned to them for sale up to a maximum of \$4 per 100 kilos, having regard to the price of this cereal at ports of shipment and the differences represented by freight between such port and the point at which the grain is produced or stored. Once the grain was sold, the committee to proceed to settle accounts distributing *pro rata* among consigners the difference resulting from higher prices obtained by the sale of the maize after deduction of a percentage per ton to cover expenses. The committee to be empowered to issue warrants or effect pledge operations in the banks; as also to indorse or rediscount such documents. Application to be made to the Banco de la Nacion for a credit, with guarantee in form of pledge of cereals, for the initial operations of the committee. The committee to formulate terms and conditions under which loans would be made, on the basis of a warrant or a pledge security for each transaction. In order to facilitate dealings and confer upon the committee the official representation which its very name demands, it is desirable to ascertain if the Government would approve of the form by which it (the Government) would assume a contingent liability for the operations carried out by the committee."

Baltimore — The Convention City

TRAVELERS get to feel toward cities just as they do toward their friends and acquaintances. Every city has an individuality just as much as a person has. Sometimes the city is diffident or conservative and the first impression is quite different from that which is gained by a closer knowledge, but for the most part a trained observer can sense the underlying spirit of a town on a very short acquaintance. This latter case is true of Baltimore. To be sure Baltimore has had the great advantage of a big fire. That may sound like a paradox, but so far as a city is concerned it is not, however it may be for individuals who suffered by the fire. Such a fire as Baltimore had in 1904 is really an opportunity. Chicago has had the same experience, as has San Francisco, and, some 300 years ago, London. They all emerged from the smoke and ruins greater, more beautiful and with a stronger civic spirit than they had before.

The fire at Baltimore caused a loss of \$75,000,000. It marked the beginning of a new city which is many times that amount better than the old. In the heart of the city 140 acres were left as bare as September Morn. Cities usually are like a cut-over forest with second growth timber springing up among the old trees. Usually, however, the second growth timber is larger and better than the virgin wood. Baltimore's business district is all new wood, up to date, modern, and giving an idea of prosperous homogeneity such as few cities can furnish. This, perhaps, is the first physical impression that Baltimore gives. The spirit of the place can best be likened to that of a courteous gentleman of the old South who has been taught in the modern school of competition to hustle like the devil—and does.

This is the city that is to welcome the grain dealers of the country on September 25, 26 and 27. All the courtesy, the graciousness and the charm of the city will be used in making every visitor feel the sincerity of the welcome, while all the pep, all the ginger, all the aggressiveness of the modern city will be utilized in making the 1916 convention the best that the Grain Dealers' National Association has ever had. Those who know seem confident that Baltimore can make good this promise. Within the last decade there has been there an exhibition of wide vision,



THE BALTIMORE CHAMBER OF COMMERCE

wise counsel, and hard work that has rarely if ever been surpassed. The results are seen on every side, and if the citizens of Baltimore can show accomplishment in one way it is believed that they can in another.

If we take a quick trip about the city we can see for ourselves some of the results in city planning and building that have been accomplished and then we can better judge whether or not such a town would be apt to stage a convention of the size of the G. D. N. A. and permit it to be anything but a complete success.

Baltimore is primarily an export city. It has 34 steamship lines engaged in domestic and foreign commerce, and its foreign business in 1913, which is the last normal year, reached the total of \$166,000,000. In 1915 Baltimore shipped out 90,913,598 bushels of grain, a large part of which was wheat and most of it being exported. The importance of

the second period of the port's development. Two years later. Elevator "B" with 1,500,000 bushels capacity was built. Others followed as the need arose and the present elevator capacity of Baltimore is as follows: Elevators "B," "C," and "E," operated by the Baltimore & Ohio Railroad, and having respective capacities of 1,200,000 bushels, 1,300,000 bushels, and 250,000 bushels; Canton Elevators No. 1 and No. 2, operated by the Central Elevator Company and having respective capacities of 500,000 bushels and 300,000 bushels; and the Port Covington Elevator, operated by the Western Maryland Railway, with a capacity of 2,000,000 bushels. In addition to these facilities there are a number of floating elevators at the port with a total handling capacity of 20,000 bushels per hour.

The Western Maryland Elevator at Port Covington is now the largest at the port and one of the finest on the Atlantic Seaboard. The working house and first unit of the plant had a capacity of 1,100,000 bushels. It was put in operation last December, but almost immediately it was found that a much greater capacity could be used advantageously and plans were made to add storage bins to bring the capacity up to the 2,000,000 mark. This was anticipated when the first unit was built so that a continuation of the same design and construction was made without any great difficulty.

The elevator and the additional storage were built by James Stewart & Co., Inc., of Chicago. The elevator was described at length in our issue of January



THE BUSINESS DISTRICT OF BALTIMORE

THE AMERICAN ELEVATOR AND GRAIN TRADE

September 15, 1916.

15, 1916. The addition which has just been completed increases the unloading capacity of the plant by 40 per cent and the loading capacity by 150 per cent; the total unloading capacity now is from 130 to 140 cars or 225,000 bushels per day of 10 hours, and loading into steamers 75,000 bushels per hour.

It is not at all odd that Baltimore should have received so much of this export business in competition with such ports as Philadelphia and New York. The geographical situation of the city gives it an advantage which as early as 1882 was recognized by a special commission as warranting a differential in rates over other Eastern ports. Much of the export business of Baltimore, and indeed of all our ports, originates west of the Alleghanies and it is a fact not generally appreciated that Baltimore is nearer to Buffalo than is New York; that it is 126 miles nearer Chicago, and 220 miles closer to that city than Boston; that Grand Rapids, Mich.,

is 72 miles nearer to Baltimore than to New York; that St. Louis is 137 miles nearer and Pittsburgh 127 miles. All of these are factors which have been of great importance in determining the business of the city. But they are not the only factors, nor even the chief. Back of it all is the progressive and aggressive spirit of Baltimore citizens to make the greatest use of its natural facilities, and to create what other facilities are needed to carry forward the great work. It is this spirit that has kept the city so well rounded in all its interests and activities, that has made it not lose sight of its culture in the pursuit of its gold.

To merely enumerate the expenditures for permanent municipal improvements within the last 12 years is a crude way to express what the new Baltimore stands for, and yet it will give a vague idea of how broad the civic ideals of physical betterment have carried the city along: Sewerage expenditure, \$36,000,000; water supply, \$5,000,000; docks and piers, \$7,000,000; paving, \$14,000,000; electric subways, \$3,000,000; school buildings, \$2,000,000. The sewage disposal plant is one of the finest in the country. The sewage is conducted through great outfall and intercepting sewers, is pumped to the disposal plant at Black River, and after having been passed through the disposal beds and subjected to chemical action, the effluent is poured into Black River 99 per cent pure, or in better condition than the river water itself. The grain trade takes considerable pride in the fact that the chairman of the nationally known Sewerage Commission of Baltimore is Charles England, a former president of the Grain Dealers' National Association.

Since the fire in 1904 Baltimore has spent \$170,000,000 in building projects of various kinds. Of this amount over \$39,000,000 has gone into dwelling houses, and it might be said here that Baltimore is a city of homes. Its tenement houses are conspicuous for their absence in all but a few instances and those of a superior sort. The city has thousands of homes on small area, owned by working men. As a result the living conditions and social problems are different than those found in most cities of this size. About \$10,000,000 has gone into office buildings and \$30,000,000 in stores, warehouses and factories, so that the general appearance of all these buildings is wonderfully up-to-date for a town so old, and, we might add, so far south. Of late years, however, Baltimore has become, in affiliation and in character, the most Southern of Northern cities, rather than the most Northern of Southern cities as it used to be.

By agreement with the street railways for payment to the city of a certain percentage of their

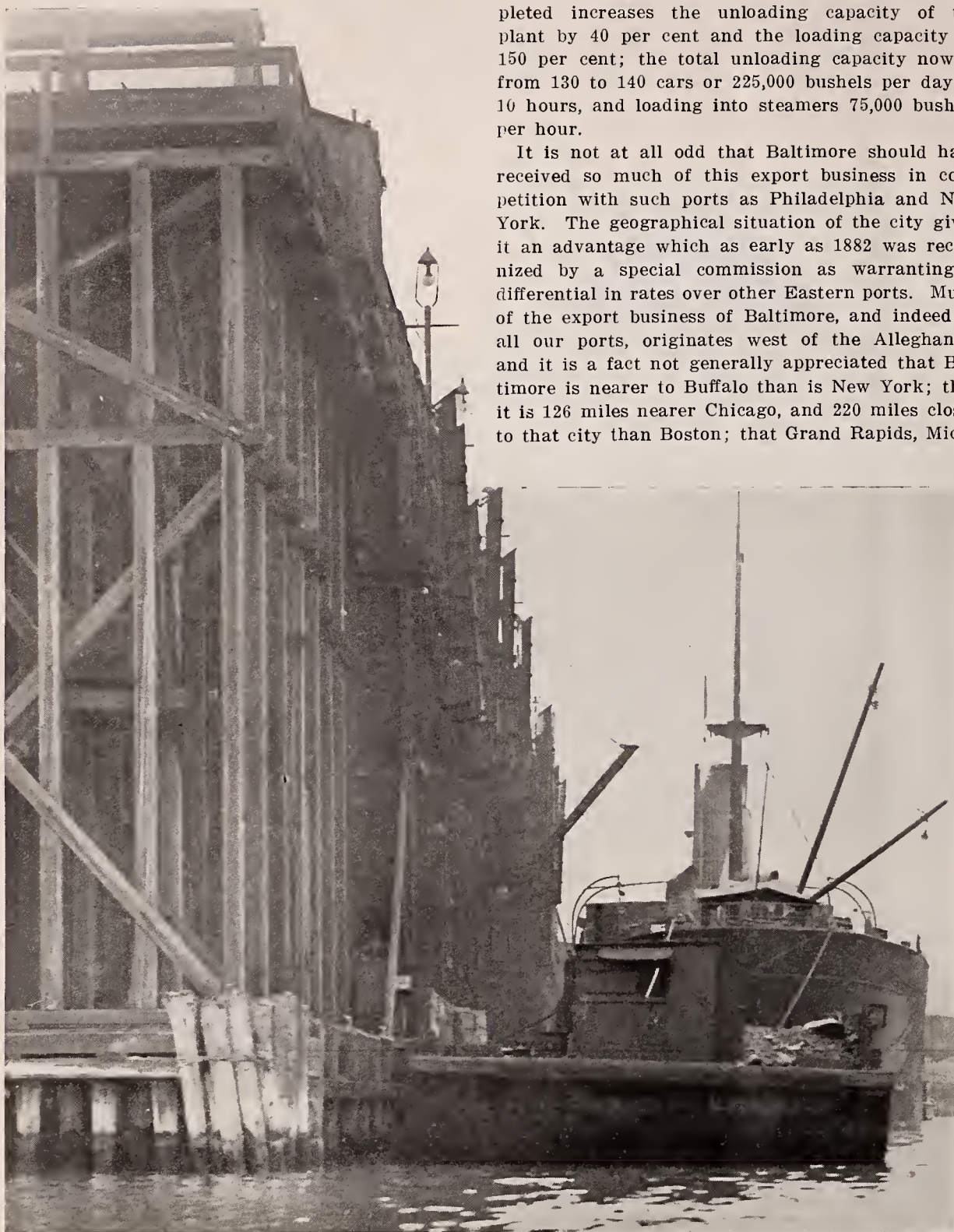


Photo from the *Baltimore News*.

LOADING COAL AT THE GREAT PORT COVINGTON DOCKS



THE WESTERN MARYLAND ELEVATOR, PORT COVINGTON, BALTIMORE, SHOWING NEW STORAGE ADDITION
Both the Original Elevator and New Storage Were Constructed by James Stewart & Co., Inc., Chicago, Ill.

gross receipts in exchange for franchise privileges, over \$10,000,000 has been received by the city and used in the purchase, equipment and maintenance of its park system. The parks of Baltimore are the glory of the city, for not only are great open spaces provided, but also many neighborhood recreation centers which have come to be recognized as the most useful kind of park property. In these small tracts equipped with special recreational facilities the health and strength of the city is best developed and conserved. In these Baltimore is coming rapidly to the front, and the boulevard system connecting the larger parks, Druid Hill, Clifton, Gwynns Falls and Wyman Parks, laid out in accordance with a comprehensive plan formulated some 20 years ago, makes a notable excursion.

A conspicuous feature of Baltimore is the absence of all overhead electric wiring. A conduit system under the city's streets furnishes a place for all the wiring so that the sky line is no longer defaced with a network of offensive wire tracery. This conduit system has proved to be a considerable asset to the city as it leases space to the public utilities companies.

These are some of the most conspicuous things that visitors to Baltimore will see. There remains to tell something of why we are going to Baltimore and the business of the Grain Dealers National Association. The official program for the three-day session is as follows:

PROGRAM

Twentieth Annual Convention of the Grain Dealers National Association to be held at Baltimore, Md., on September 25, 26 and 27, 1916.

Monday, September 25.

Morning Session, 9:30 O'Clock.

Invocation—Right Reverend John C. Murray, Bishop of Maryland.

Address of Welcome on Behalf of the City of Baltimore—Hon. James H. Preston, Mayor.

Address of Welcome on Behalf of the Baltimore Chamber of Commerce—James C. Legg, President.

Response on Behalf of the Grain Trade—F. O. Paddock, Toledo, Ohio.

President's Annual Address—Lee G. Metcalf, Illiopolis, Ill.

Secretary-Treasurer's Report—Charles Quinn, Toledo, Ohio.

Executive Committee—J. W. McCord, Columbus, Ohio.

Monday, September 25.

Afternoon Session, 2 O'Clock.

Address—The President of the United States.

Legislation—A. E. Reynolds, Chairman, Crawfordsville, Ind.

Transportation—Henry L. Goemann, Chairman, Mansfield, Ohio.

Telephone and Telegraph Service—Fred Mayer, Chairman, Toledo, Ohio.

Membership—D. M. Nash, Chairman, Detroit, Mich.

Tuesday, September 26.

Morning Session, 9:30 O'Clock.

Address—Hon. Judson C. Clements, member of the Interstate Commerce Commission, Washington, D. C.

Trade Rules—J. W. Radford, Chairman, Chicago, Ill.

(Following this report the convention will enter into a discussion of the Trade Rules of the various markets with the view of bringing these rules into harmony with one another, and with those of the Grain Dealers National Association.)

Tuesday, September 26.

Afternoon.

(There will be no session of the convention on Tuesday afternoon, September 26. All delegates will go for a boat ride on the Chesapeake Bay to Annapolis, where a visit will be made to the U. S. Naval Academy. The visitors will also be taken to the Senate House, where they will be received by Governor Emerson C. Harrington in the Senate Chamber, the room in which George Washington resigned his commission.)

Wednesday, September 27.

Morning Session, 9:30 O'Clock.

Address—"How the New Grain Grades Act Will Be Administered by the Department of Agriculture"—Dr. J. W. T. Duvel, in Charge of Grain Standardization, U. S. Department of Agriculture, Washington, D. C.

(This address will be followed by a general discussion of the new Grain Grading Legislation as embodied in the Agricultural Appropriation Bill approved by President Wilson on August 11.)

Arbitration—D. I. Van Ness, Chairman, Chicago, Ill.

Arbitration Appeals—Chas. D. Jones, Chairman, Nashville, Tenn.

Wednesday, September 27.

Afternoon Session, 2 O'Clock.

Crop Reports—W. S. Washer, Chairman, Atchison, Kan.

Uniform Grades—Bert A. Boyd, Chairman, Indianapolis, Ind.

Hay and Grain Joint Committee—W. A. Cutler, Chairman, Adrian, Mich.

Natural Shrinkage—H. C. Jones, Chairman, Baltimore, Md.

Demurrage—Matthew D. Benzaquin, Chairman, Boston, Mass.

Unfinished Business.

Election and Installation of Officers.

New Business.

Adjournment.

Entertainment.

Monday Afternoon, September 25—Automobile Sight Seeing Ride in the City and Suburbs for the ladies only.

Monday Evening, September 25—Theater Party for the Delegates and their ladies.

Tuesday Afternoon, September 26—Trip on the Ches-



Photo from the *Baltimore News*.

A SCANDINAVIAN STEAMER LOADING GRAIN AT PORT COVINGTON, BALTIMORE

apeake Bay to Annapolis, including visit to the U. S. Naval Academy, also to the State House, the delegates to be received by Governor Emerson C. Harrington in the Senate Chamber, the room in which George Washington resigned his commission.

Wednesday, September 27—Informal trips in and around the city. These trips will be arranged for parties or groups of visitors who will be taken to places of interest.

In securing President Woodrow Wilson to address the convention, the grain trade of the country has been accorded a great honor. Regardless of party affiliation, by virtue of his position, the President of the United States is always one of the most conspicuous figures in the world and to be afforded the opportunity of hearing him speak to such a representative gathering will be a privilege that all will appreciate.

The recent railroad difficulties through which we have passed has brought the work and the possibilities of the Interstate Commerce Commission more prominently than ever before to the people of the country, so that the address of Mr. Clements will be timely and of the greatest interest, particularly if he discusses some phases of the situation which the late difficulties have made so prominent and in which shippers are so vitally interested.

To have an authoritative discussion of the new Grain Grades Act from a man who has been so

closely identified with it as Dr. Duvel, will alone be worth the trip to Baltimore. Dr. Duvel has the entire confidence of the trade. What he has to say about the administration of the act will be without equivocation or uncertainty so far as that is possible at this time. It is quite probable that Dr. Duvel will have something to say about the proposed standards for wheat and oats, and if he does every member of the grain trade will want to be on hand to make his ideas on the subject known if he has a valid reason for differing from the Government Department of Agriculture.

The hotel accommodations at Baltimore are ample and of excellent quality.

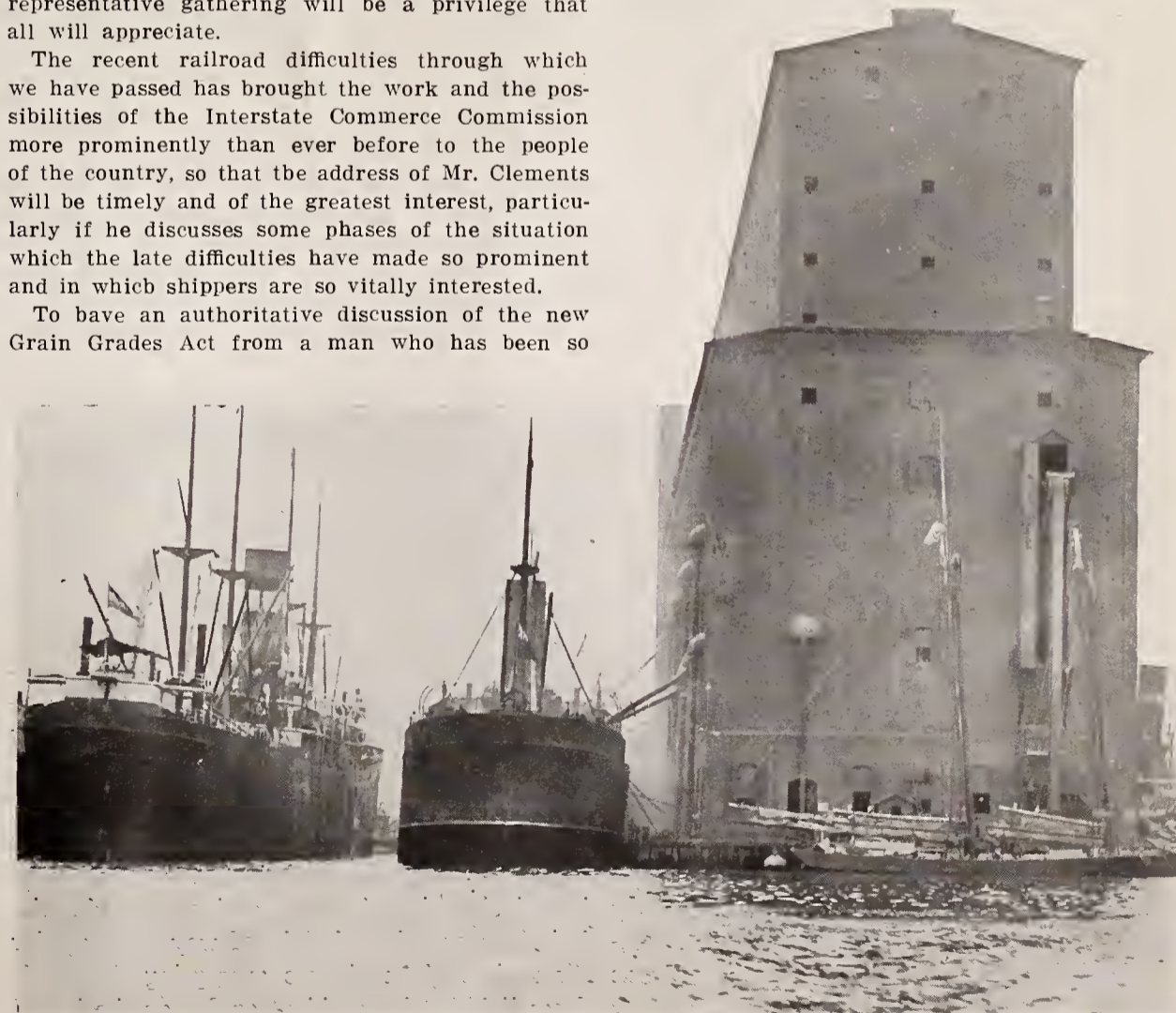


Photo from the *Baltimore News*.

STEAMERS TAKING ON GRAIN AT THE B. & O. ELEVATORS, BALTIMORE



Published on the Fifteenth of Each Month

BY

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English and Foreign Subscription - 1.75 " "

ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

CHICAGO, SEPTEMBER 15, 1916.

 Official Paper of the Grain Dealers' National Association
and of the Illinois Grain Dealers' Association.

THE SKITTISH MARKET

THE formal entrance of Roumania into the great war as an ally of the Allies caused the greatest price variation on the grain exchanges that has been witnessed in one day since the initial disturbances. Immediately there loomed the possibility of the opening of the Dardanelles and the flooding of the European markets with Russia's grain reserve. A similar, but lesser, drop occurred when the ill-fated Dardanelles campaign was launched. The entrance of Italy into the war and the Russian drive on Asiatic Turkey also effected a marked disturbance, but as a matter of fact the Dardanelle is as tightly sealed as ever it was and with no immediate prospect of its opening to the Allied fleet. This is shown by the willingness of England and France to buy grain on moderate breaks, which reflects the judgment of Europe on the security of the Hellespont, better than any number of news dispatches and interviews, all of which may be politically or economically inspired. After the tremendous rise in prices for wheat which August witnessed, it was not surprising that the market should be shy and skittish, but after the recovery from the first announcement of Roumania's implication, the most surprising feature of the market is its steadiness at high levels. It looks as though the end were at least another crop away. In the past the Roumanian crops were sold to both Germany and the Allies. The country has about 15,000,000 acres under cultivation, most of it in wheat, corn and kidney beans. Of wheat she has raised over 100,000,000 bushels, although in 1914 the crop was less than 50 million; she is the second country in the world for exports of corn, coming next to Argentine; and her kidney beans make a

considerable export showing. So aside from the effect her action might have on the culmination of the war, her exports are of considerable economic importance. It was Roumania's half million trained soldiers, however, rather than the grain supply, which affected the markets of the world.

THE SEPTEMBER REPORT

"NOT more than the normal domestic requirements," is the way the Government sizes up the wheat outlook in its September report. Only 611,000,000 bushels, compared to a five-year average of 738,000,000 bushels. The decrease from the August estimate falls in the spring wheat states where condition fell from 63.4 to 48.6 per cent of normal. The total spring wheat yield is believed to be not over 156,000,000 bushels as compared with 199,000,000 bushels, the August estimate. In addition to the small volume of spring wheat, much of it is of poor quality, weighing in some instances only 40 pounds to the bushel. The milling requirements for such wheat will be greatly in excess of normal, instead of $4\frac{1}{2}$ bushels to the barrel, over five bushels will be used or an increase of 11 per cent. And in addition much of it is too poor to mill at all. This is not true of the winter wheat which is of good quality and weight. Corn estimates fell off only 87,000,000 bushels, which was rather less than expected in the face of the continued hot weather through so much of August, leaving the forecast at 2,710,000 bushels, as against 3,055,000,000 bushels last year and 2,777,000,000 bushels last month. Oats declined in the month from 1,274,000,000 bushels to 1,231,000,000 bushels; barley from 195,000,000 bushels to 18,000,000 bushels. Rye is unchanged for the month, and hay increased from 84,600,000 tons to 86,200,000 tons, which beats the high record of last year, 85,200,000 tons.

ELEVATOR SITES GET BLACK EYE

EACH year the National Industrial Traffic League becomes more useful to the business of the country. It serves as the intermediary between shippers and carriers and it accomplishes results because it is tolerant. The most rabid railwayphobes are those who are least informed on railroad problems. The membership of the League, or at least the Executive Committee and committee chairmen who do much of the work, are all traffic experts who know with what difficulties the railroads have to contend in meeting all the demands upon them. They are, therefore, reasonable and fair, asking for justice to the shippers they represent, but at the same time ready to take cognizance of the railroads' point of view. It is this attitude which has won for the League the confidence alike of the shippers and the roads;—therefore its usefulness. In the meeting at Detroit last month the question of leased sites for elevators and other industrial buildings on railroad right of way came up for discussion. The clauses exempting the roads from liability for accident or fire on the leased ground have been criticized and condemned for a long time. They have been contested in the

courts, but were found to be valid. Insurance companies had no claim against the railroad, so to protect themselves wrote into many policies exemption for their own liability where accident or damage could not be made the basis for a recovery from the railroad because of these protecting clauses. Probably many elevators today have insurance which gives them no protection at all in such cases. The policy was probably accepted without reading it over and the manager will know nothing about it, unless he reads over his insurance policy at some time like the present. In some instances additional premiums are being asked by insurance companies to cover railroad negligence on leased sites. This burden of liability and expense has been amplified by a general raise in rental rates. On the whole the question is fully ripe for review and action by the Interstate Commerce Commission, to whom it was referred by the League.

EFFECT ON CORN GRADES

UPSET in corn grades was about the last thing the trade had in mind until the Government made its official promulgation on September 1. The changes from the old grades are noted on page 144 of this issue and need not be repeated. They consist in the amounts of foreign material and cracked corn allowed in the several grades. The strange thing about it is that high authorities differ in their opinion as to the effect the change will have. One grain inspector of wide experience believes it will have a tendency to lower the grades one grade, that is, corn that is dirty and grades No. 3 under the old rules will grade No. 4 under the new rules. This will tend to lower the price to the shipper or producer. On the other hand, W. S. Powell, chief inspector at Cairo, in whose judgment is placed the greatest confidence, writes as follows:

The new Government rules for No. 2 corn, according to my interpretation, allow either 3 per cent of foreign material and cracked corn, or 3 per cent of foreign material or cracked corn. This will undoubtedly lower the grade of No. 2 corn.

The so-called Federal rules, in effect July 1, 1914, allowed 1 per cent of foreign material and 3 per cent of cracked corn, this rule was definite in that it specified the amount of dirt of no value.

The inspector who has screened this dirt from the samples of corn has found the present rules sufficiently liberal as to foreign material. Practically all the corn handled at Cairo is sold to mills in the South and they will be the ultimate losers under the new rules.

I have no intention of criticising the makers of the rules, as it is always easier to criticise than construct, but wouldn't it be the best for all concerned to consult the practical men in the grain trade before changing any of the rules?

Perhaps when the new rules go into effect on December 1, the differences of opinion may, in practice, be reconciled. In the meantime there is some uncertainty as to the effect on later contracts. There seems to be no valid reason for this uncertainty. Mr. Powell's suggestion that the grain trade be consulted before any of the rules are changed, is much to the point and is in line with the understanding that the trade had of future Government action. The Government was apparently very solicitous of obtaining the opinion of the trade when Government grades were first proposed. The trade re-

sponded and gave willingly of their time and best thought on the subject. A wholesome feeling of mutual helpfulness and trust seemed to be present. Now, however, although the changes in the new grades are not great, that they should have been made without warning or conference has somewhat shaken the confidence of grain men in the future relations between the Department of Agriculture and the trade.

SNUGGLING UP WITH PROSPERITY

ONE of the chief factors tributary to the unsatisfactory conditions of the grain trade of Argentina, is the isolated situation of growers and shippers in regard to market information. There is no systematic informative bureau there such as we have in our grain exchanges which make known every market price and the factors influencing it to every other market in the country and to some abroad. These reports go to all parts of the country in the daily market letters which firms on all exchanges send out. Sometimes elevator managers are inclined to be impatient because their mail is cluttered with these letters, but Argentina shows the other side of the picture, what would happen if these daily market letters failed to arrive. Down there no crop reporting bureau or private experts keep the grower informed. His knowledge of the trade is confined to what goes on at his own station. If you feel blue over conditions, Mr. Grain Dealer, just read the report of the Government Commission on the "Argentine Grain Situation" on another page of this issue, and then be thankful that you are playing a square game, that the dice are not all loaded against you as they are against the shipper in South America, and that prosperity sometimes takes you by the hand, nay, even sometimes kisses you.

GETTING BACK TO THE SOURCE

THE new wheat grades established by the State Board of Appeals of Minnesota are going to do much for both grain and milling conditions in the Northwest. Weed seeds and mixtures have been more common in wheat cars than they should have been, indeed a car of pure one-variety wheat has come to be the greatest rarity. Corn cockle, kinghead and vetch are the principal weed seeds which contaminate wheat. The exact amount of harm they did to wheat flour was not definitely known until last year when analytical and baking tests were made of flour having these mixtures. It was found that even $1\frac{1}{2}$ to 2 per cent of kinghead in wheat made a greatly deteriorated loaf. The other admixtures were almost as bad. All of these years the millers have been under the serious handicap of expensive cleaning and separating operations, made necessary to a large extent by the presence of weed seeds. Wild oats can be separated by special machinery, but rye and some of the weeds are almost impossible of perfect separation. Conditions have been growing worse for years. There was no penalty for carelessness and farmers have been indifferent to the infestation of the fields and contamination of their seed. Weed infestation is not the only thing that has handi-

capped the trade. Variety mixtures are also almost universal in the fields of the Northwest, and decrease the value of the grain materially. It was common to find a 15 per cent mixture of hard wheat in what purported to be pure durum, and as much of winter wheat in a spring variety. Under the new grades a No. 2 wheat cannot contain more than 2 per cent of weed seed and a No. 3 is limited to 4 per cent. Kinghead is limited to half those amounts. A definite grade of mixed wheat and of mixed grain is established. This will establish new prices for the mixtures and farmers will soon find that after all carelessness is costly. It is costly in other business and there is no reason why it should not be made so in farming. It will result eventually in cleaner fields and better seed. In the meantime there will probably be many new accusations of "robbing the poor farmer" by the grain trade.

HOLDING FOR HIGHER PRICES

WITH Canadian farmers practically independent of implement dealers and bankers this year, after the record crop and high prices of last season, they have organized a "hold your grain" movement which promises for the first time to be successful. Last year western Canada marketed 350,000,000 bushels of wheat, 375,000,000 bushels of oats and 75,000,000 bushels of barley. Much of this was sold on track immediately after harvest at a price about 30 cents under what it brought at Fort William later in the season. This combination of disappointment and prosperity has put the grain growers in fighting form. The Grain Growers' Association has 100,000 members and as many more non-members have joined with them. They are encouraged by members of the Winnipeg Grain Exchange who are advising farmers that their wheat will be worth \$1.25 per bushel, and that instead of selling it "on track" at harvest time they should send it themselves to the terminal elevator, receive storage ticket for it and then, if necessary, borrow money on the ticket until the price of the grain rises to a satisfactory level. Last month at a conference of the Association, Provincial Governments, and banking houses, a company was organized to handle farm loans on a 12-month basis. The Government will guarantee the paper of the company to the extent of 85 per cent and the banks have pledged their support. There remains only one fly in this ointment for the farmers. The elevator companies claim the right to deliver grain of similar character and grade on each certificate, reserving the privilege of selling individual lots at their discretion. The farmers on the other hand want their identical lots of wheat held for them and delivered on demand. They claim that unless this right is admitted the terminal elevators and not they themselves will have charge of the situation. The Dominion Grain Commission has been asked to rule on this question, and upon its decision will largely rest the success or failure of the scheme. The grain growers are so well organized and so numerous that it is not improbable that the Commission will rule in their favor although a similar ruling made in Australia was in favor of the elevator interests.

BALTIMORE

WHEN Captain John Smith sailed up the Chesapeake Bay in 1608 he recorded on the map he was making that the Patapsco River was 200 miles from the Atlantic Ocean and that the River was navigable for 14 miles from the Bay. That is where Baltimore was destined to stand, although Captain Smith overlooked mentioning the fact. To be sure, it wasn't named Baltimore till 137 years after the Captain's visit, and then "Old Town" and "New Town" were consolidated and named in honor of the first Lord Proprietary of the colony, Lord Baltimore. Numerous historical events continued happening around those parts until today Baltimore is one of the most interesting cities to visit in the country. That is one of the reasons why more grain dealers have signified their intention of going to Baltimore on September 25 than to any previous convention of the National Grain Dealers' Association. But there are many other reasons also. Some of them are mentioned on another page in connection with the things to see and hear at Baltimore. Secretary Quinn points out the significance and honor of having President Woodrow Wilson address the convention; significant because in his public addresses the President speaks to the whole nation; and surely an honor that the G. D. N. A. should be recognized as of sufficient national importance, and that even at this critical period in the affairs of the country, enough interest should be given in our affairs to accord this privilege. It will indeed be a privilege to hear the President speak, but that isn't the main reason why every grain dealer should go to Baltimore. He should go because the National Association needs him there. A fine program with great men to address the meetings does not constitute a successful convention or make a strong association. Only the interest and co-operation of the membership can do that. The Association needs you; it needs your presence, your counsel, your enthusiasm, your good fellowship. Bring those with you to Baltimore and the convention would be a success if there weren't any program at all. But there is a program, a fine one. The combination will be irresistible.

SEED PROTECTION

THE 1916 legislature of New Jersey brought that state in line with other progressive commonwealths by passing a pure seed law. This law covers all of the common grasses, the legumes, including clovers and alfalfa, and all of the field grains; mixtures of two or more of the above; and vegetable seeds when offered in lots of one pound or more. The law requires that purity and germination percentages shall be stated on the label, date of germination test and the number of noxious weed seeds per pound, if in excess of 90 seeds per pound. With such a law in force millions of dollars in discounts could have been saved to the farmers in the Northwestern states, and variety perfection would be making progress on the farms as well as at the experiment station. A similar law should be passed and enforced in every state of the Union.

EDITORIAL MENTION

Complete official report of the National convention in our next issue.

Canadian Timothy seed may yet be quoted among the cash transactions on the Chicago Board.

The country was really too busy to get panic stricken over the railroad strike. It is not pleasant to think of what might have been.

Record cargoes are as frequent as "world's largest elevators." Can the record of the *Grant Morden*, 490,720 bushels of wheat, be beaten?

In spite of their decrease in volume the present crops at current market values are worth more than the record outturn of last year.

September 8 saw the last of the troublesome document stamps. Hope you have not been using any since then. The Government will redeem any you may have left over.

Wherever elevators carry side lines of seed and feed, we hear more and more that they have entered the auto truck market as purchasers. Cheap and rapid delivery is part of the game.

Northwestern grain growers are staking their faith in \$1.60 wheat. An article of faith is not an iron clad agreement, however, and there may come a change of heart, perhaps several changes of heart.

In the midst of alarms Germany is making plans to join the Danube and the Rhine Rivers with a canal which will cost 500,000,000 marks. If this isn't a boost for inland waterways there never was one.

North Dakota and Montana papers have commenced to boost for state grain inspection. Neither state has a terminal market, so that an adequate inspection system would be difficult without prohibitive expense.

The State Railroad Commission of North Dakota has sent out a notice to farmers warning them to demand cash from unlicensed and unbonded grain buyers. The better way is to trade with a responsible house.

Reports of grain separator explosions are much less frequent than last year although they still come in. Perhaps threshers are grounding their machines to protect them from static electricity, as the Government suggests.

One of those sure-tip grain sharks was arrested recently in St. Paul on complaint of a woman who gave him money to invest for her. It seems easier to make a fool of more people on a Wallingford deal than any other way.

An indication of what the record crops of the Northwest last year did for that whole section, is found in a recent report from Minneapolis which shows that flour shipments for the crop year were 3,000,000 barrels more than any previous year; that bank clearings exceeded by

\$100,000,000 the year before; and that building permits are running far ahead of the previous record.

The shortage of harvest hands and teams is being made up by the use of autos. Of course every Kansas farmer has an auto and most of them have a Ford also. They are all being put to work hauling grain from the separators.

It costs \$10.35 to raise an acre of wheat in Minnesota, according to University experts in that state, and \$13 in Indiana, according to Professor G. I. Christie of Purdue. Probably the Hoosiers think it is worth \$2.65 just to be living in Indiana.

Kent County, Mich., has established a standard variety of wheat. The way the farmers are taking hold it looks as if "red rock" would soon be the only wheat to be found there. This is the sort of thing that makes grain dealers and millers optimistic.

The Government has discovered a way to tell the difference between the seed of Sudan grass and Johnson grass. It tells about it in Bulletin 406. Lots of farmers have learned to tell the difference, but only after they had been overrun with Johnson grass.

If Europe's requirements are 560,000,000 bushels of wheat and Argentine, Australia, India and Russia can supply 216,000,000, as Broomhall predicts; and if this country and Canada can supply less than 250,000,000 bushels; then what is the answer?

Thirty-one grain men in Kansas have appealed to the U. S. Supreme Court against the State Commission Agent Law. The law requires all commission merchants to obtain a state license and furnish a bond that they will collect full prices for all products and remit to the purchaser within 48 hours.

The Russian wheat harvest, according to English estimates, was 720,000,000 bushels which, with the carryover, gives an available surplus of 560,000,000. Some of it may come out by Archangel and some of it through Roumania. But there is little danger of a wheat flood in Europe for another year at least.

The Michigan Bean Growers' Association is fighting a test case with the Government over anthracnose, claiming that beans spotted with anthracnose are not deleterious to health. Whether they are healthful or not, spotted beans are not a good thing to have in the state and they will never be eradicated until the farmers find it unprofitable to raise them. Better swallow the temporary losses and clean up the fungus.

A report from the Colorado Agricultural College states that a number of hay growers and shippers in that state have adopted the practice of chopping hay by machinery at the stack, loading it into box wagons and blowing it into cars at the station. It is unloaded in the same way. Hay users, as a rule, are rather conservative, and it is doubtful if the practice becomes general in the near future, unless it be among feed manufacturers who use chopped hay in their

mixtures. For these the practice would be economical, as a larger load of hay can be put into cars when it is chopped than when it is baled.

The Santa Fe System is spending \$78,000 at Galveston in raising its west yard in that city so as to be above high-water mark in case of another flood such as occurred last year. This will be a comfort to the grain shippers of the Southwest who lost so much grain which was stored in the yards when the big wave came.

So far as we have heard, the Government has not favored any Texas mill in its order for flour for the troops on the border. So far as the Texas wheat growers are concerned, the troops might as well be concentrated in Alaska. Hay and feed dealers, however, ought to get in on some of the horse and mule business that is passing.

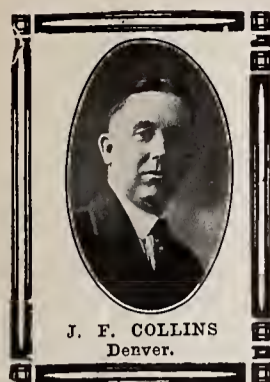
Six Alabama wholesale grocery houses have pledged themselves to buy, between them, nearly a million dollars' worth of grain and hay next season. The spirit manifested is fine, but the methods proposed look a bit weak. The South will never become a permanent factor in the grain trade until it has facilities for handling it economically.

From some reports from Kansas there are indications that there will be an increased acreage of fall wheat this year. Perhaps Kansas farmers have been studying history and have learned that in the past wheat prices have averaged higher for several years after great wars than during them. It is hoped, however, that the planting is done after the fly dates.

The German financial editor who suggested in the *Berlin Post* to corner the wheat market in Chicago so as to prevent supplies reaching the Allies evidently did not take into consideration several factors that might render such a program extremely difficult. Of course we are a long way from Berlin and the report may have come to this country exaggerated, or it may have been originally put out as a bit of quaint humor.

It has been suggested that war risk insurance rates are somewhat of an index of the end of the war. At the present time they remain the same, $\frac{3}{8}$ per cent to western England, 2 per cent to Channel ports or East coast, 5 to 10 per cent to Scandinavia and from 1 to $3\frac{1}{2}$ to Mediterranean ports. It is quite likely that war risks will be maintained until peace is actually declared as the final effort of either combatant is liable to include a sea raid of unprecedented severity.

Last year, ending June 30, 1916, the Canadian Pacific Railway carried 276,788,209 bushels of grain, which was about double previous totals; in addition nearly $10\frac{1}{2}$ million barrels of flour were carried. The increase in grain carriage was responsible for a falling off in revenue per ton mile, but boosted the total revenue tremendously. The road is reported to have 1300 locomotives and between 35,000 and 40,000 box cars ready in the West to move the present crop, which is comparatively small.

J. F. COLLINS
Denver.

NEWS OF THE TERMINAL MARKETS

M. E. SCROGGINS
Minneapolis.

ELECTION AT ST. PAUL

At the recent annual election of officers of the St. Paul Grain Exchange, St. Paul, Minn., M. D. Munn was chosen president, E. C. Gray vice-president, Ben Baer treasurer, B. J. Loague secretary.

MEMBERSHIPS AT HIGHER PRICES

Memberships on the Kansas City Board of Trade have advanced to the new high price of \$8,000. Until a year ago the membership of the Exchange was limited to 200, but the constitution was amended to permit the sale of additional memberships at \$10,000 each.

LARGE DEMAND FOR MEMBERSHIPS

The directors of the Board of Trade of the city of Chicago recently adopted an amendment to the rules which provides for an advance in the price of memberships sold by the Board from \$10,000 to \$25,000 with the transfer fee advanced from \$100 to \$250. In the year 1881 the Board advanced the price to \$10,000 when memberships sold up to \$4,400. Prices since then have ranged from \$600 to \$5,500 in the open market.

BALTIMORE EXPORT BUSINESS GROWS

The city of Baltimore, which will entertain most lavishly, it is said, the grain men who will visit within her gates on September 25, 26 and 27, has seen its export business grow to very large volume. In 1915 Baltimore's total shipments abroad amounted to over 90,000,000 bushels and if the last six months of 1916 equals the first six months of the first part of the year a new high record for export grain business will be accomplished. It is estimated the 1916 exports will approximate 100,000,000 bushels.

MERCHANTS' EXCHANGE ADVOCATES ARBITRATION

The membership of the St. Louis Merchants' Exchange sent through President Jacob Schreiner and Secretary Eugene Smith a telegram the last of August to President Wilson urging the principle of arbitration in the railway strike. They alleged that "arbitration should be the solvent of all disputes between employer and employe and is the cornerstone of the American industrial structure. Because one party to the controversy, no matter how great its number, is obstinate and will not submit the question at issue to arbitration is all the more reason why you should bring the great weight of your authority as our President to accomplish this result."

NEW MINNESOTA WHEAT GRADES

The Minnesota Board of Grain Appeals has established new grades on wheat for the coming year. All wheat that would formerly have been graded "rejected" will be graded "sample grade." This will include all varieties of inferior spring wheat that is badly sprouted, musty, bin burnt, contains live weevil or otherwise is unfit for the higher grades.

The conditions applying to contract grades are unchanged from last year.

"No grade" will include spring or durum wheat containing 15 per cent or more of moisture, or in a heating condition, or otherwise unfit for storing.

Hard flinty wheat of good milling quality, and containing no appreciable admixture of soft wheat may be admitted into the grades of No. 2, No. 3

or No. 4 Northern, providing its weight is no more than one pound less than the minimum test weight required for same grades, and in other respects admissible into such grades.

The variety of wheat known as "Humpback" owing to its inferior milling quality, is not to be graded higher than No. 3. The percentage of inseparable weed seed allowed in contract grades is to be carried only when the wheat is of sufficiently superior quality to justify such additional defects.

ALBERT J. SMITH

An expression of a certain wise philosopher who evidently spoke from a wide experience was to the effect that if he knew the character of the parents, he could tell the general reputation and



ALBERT J. SMITH

standing of their offspring. This rule should, and probably does, work both ways. The Board of Trade of the city of Chicago has no children but it turned out a very estimable product in Albert J. Smith, the subject of this sketch.

Mr. Smith, now grown to a man of some 40 odd years, came under the influence of the Board of Trade when about 11 years of age, starting as a messenger boy. His willingness and desire to serve the Board to the best of his ability made many friends "on 'Change" and about 14 years ago he was made chief of the Board of Trade Police Department. He filled this position with such credit to himself and satisfaction to the Board that when he left the position recently it was the unanimous verdict that although the Board could get another chief of police, it could never get another Albert J. Smith. For Mr. Smith is now a member of the institution in which he started as messenger boy. He purchased a membership in August and has associated himself with Samuel Mincer, where he will learn the grain trade thoroughly in all its departments.

While acting as chief of police for the Board Mr. Smith made the acquaintance of very many grain dealers and established a reputation as a public entertainer. His dialect stories have been heard at various times by Western state grain dealers' associations in annual gathering, and were usually the star attraction of the program. Mr. Smith has also been prominent during his entire life-time

in athletics and is at present the physical instructor of the Chicago Board of Trade Athletic Club. He is married, making his home at 623 South Keeler Avenue, and has three boys, the eldest being 19 years of age and in the employ of Lamson Bros. & Co. on the Board of Trade.

FOREIGN NEWS A DISTURBING FACTOR

Conservatism in buying wheat except on good breaks is advised in the letter of J. A. Edwards & Co., Chicago, issued under date of September 12. "The foreign political news" they fear, "is going to be quite a disturbing factor, regardless of our supply and demand situation. The latter shows some easiness. Canadian crop estimates are being raised. The market needs new bull factors to keep prices up.

"In our opinion, present conditions warrant additional declines in corn. It will be several weeks before there will be any kind of a bull market again. There is plenty of old corn in the country that will come out, and the new crop is coming closer to hand."

WHEAT VISIBLE LARGEST ON RECORD

Wheat visible is largest on record for September. It swells during September and other fall months. Nineteen-hundred and seven was the only recent exception. It totals 54½ millions against eight millions a year ago when smallest in 10 years for September. Only September decrease was nine years ago when visible was second largest on record. Increase last September was eight millions. Largest gain was twenty millions two years ago. Smallest was three millions 10 years ago. Kansas City has the largest stock, Chicago second. Chicago and the two leading Southwestern and two Northwestern markets have 34 millions, leaving twenty millions for the others and on the Lakes. —C. A. King & Co., Toledo, September letter.

CHANGES IN MEMBERSHIP

Baltimore.—Arthur Blackburn was granted membership to the Chamber of Commerce. The membership of Edward M. Fallon has been transferred. Reported by Secretary James B. Hessong.

Chicago.—New members on the Board of Trade are: Horatio S. Newell, Thomas G. Crilly, Frank T. Caughey, A. P. Holbrook, Jr., Alonzo E. Bush and Charles B. Suter. H. L. Karrick, John Q. Puffer, Charles A. Stadler, Jesse C. Tobey, Joseph R. Patton and C. S. Bentley have transferred their memberships. Reported by Secretary J. C. F. Merrill.

Duluth.—Membership to the Board of Trade has been granted to N. G. Wisted, while A. H. Weinhardt has withdrawn his membership on the Board. Reported by Secretary Charles F. McDonald.

Kansas City.—R. C. Kemper was admitted to the Board of Trade on the transfer of R. C. House, both of Kemper Mill & Elevator Company. Reported by Secretary E. D. Bigelow.

Milwaukee.—E. H. Sexauer, L. W. Gifford, Claude E. Horey, George H. Cheyne and Harry S. Klein have been admitted to memberships in the Chamber of Commerce. Transferred memberships are: H. C. Block, deceased; Ernst Hottelet, deceased; W. B. Bogert; Wm. Bothe, deceased; James A. Butler and Harold E. Tweeden. Reported by Secretary H. A. Plumb.

Peoria.—The membership of J. H. Ridge on the Board of Trade was transferred to Wm. Stacy of

S. C. Bartlett Company, of Peoria, Ill. Reported by Secretary John R. Lofgren.

Richmond, Va.—Aubrey Hawkins assumed the business and firm name of J. R. Cary, deceased. Reported by Y. E. Booker.

San Francisco.—Y. Nagashima of Mitsui & Co., in the Merchants' Exchange Building, was admitted to the Grain Trade Association. Reported by Secretary T. C. Friedlander.

THE LATEST "SKELETON"

"The Balkan situation continues as the 'skeleton in the closet' of a bull wheat situation," say E. W. Wagner & Co. of Chicago in their weekly letter of September 11. "On the basis of a sharp certain sale of the United States wheat surplus before February—the nearby months might rise to a premium. When the wheat surplus has left these shores the question of a fair home price will arise. So far into the glorious vacation month of September—the \$1.50 level for wheat continues as a sentimental level. As regards the U. S. 1916-17 production of mill feeds—our mills will grind 540,000,000 wheat for home use—same as last year. Recent annual U. S. flour exports have called for 72,000,000 wheat. Any drop in mill feed production would be in export flour. The Balkan tangle seems to be a question of Bulgarian resistance or Bulgarian diplomacy. Timely September rains evidently mean a 1916-17 winter wheat acreage of 38 to 39 millions."

HIGHER OATS LEVELS UNWARRANTED

"Cash offerings of oats though increasing materially, have not yet become burdensome," say L. W. Forbell & Co., New York City, in a letter of September 11. "It would seem, however, as if the recent advancing tendency of the market has been temporarily checked. Until there is a renewal of cash demand sufficient to keep pace with the present movement to terminal markets, there is no likelihood of a higher level being reached, and a moderate reaction would not be surprising. New business for export is too small to exert a favorable influence, and the visible supply is increasing so rapidly that there should be no trouble in obtaining supplies for whatever purposes needed at reasonable prices. The relative cheapness of oats may appeal to investors, but from the standpoint of supply and demand as evidenced by present stocks and consumptive requirements, we feel that the maintenance of existing levels is all that is warranted at present."

URGENT DEMAND MAY CONTINUE

"The primary movement is beginning to show a material decrease from last year's volume and farther along in the year the discrepancy is likely to become quite marked," says a late September letter of Ware & Leland, Chicago. "The clearances so far on this crop are the equal of last year's and the higher prices and probable scarcity do not appear to affect the outgo. Advices from abroad indicate that there is likely to be little diminution in the demand and there is probably no price advantage in purchasing Argentine, Australia or Indian wheat. The situation seems to be one entirely of supply and demand with the supply a very moderate one while at present there is no reason to apprehend any slackening in the demand. In such circumstances there must necessarily be a high level of prices and the surplus being so small there are very good grounds for the belief that the demand will continue urgent as it will very likely be difficult to consummate large purchases at any one time or price."

BIG ROOM FOR IMPROVEMENT

Pope & Eckhardt Company of Chicago say in late September letter:

"The congestion here, much more serious than has been conceded, generally is a big hindrance to business. Cars scarce everywhere; Eastern roads are furnishing empties so sparingly that the elevators and transfer facilities here are practically at a standstill. Scarcity of empties on Western roads has been one of long standing—and the worst feat-

ure, that Eastern roads hold or control an unusually large number of Western empties which they are either unwilling or unable to release or put back into service on the Western roads. Surely the experiences covering many months demonstrate that the old arrangement of interchange of railroad equipment is working unpardonable hardship on the Western trade, especially in grain. Per diem and penalties are proving to be a very weak leverage. The Eastern roads are charged with the abuse of Western cars, and giving unusual advantages in their use to the big Eastern manufacturers."

TERMINAL NOTES

The Smith Elevator Company has sold its elevator at Wichita, Kan., to the Ball Manufacturing Company.

A membership on the Chicago Board of Trade sold for \$5,500 recently, that being the highest price on record.

The Mutual Grain Company, Ltd., of Winnipeg, Manitoba, Canada, has been organized with a capital stock of \$199,000.

The Anchor Grain Company has succeeded the Hacker Grain Company, Wichita, Kan. E. M. Flickenger is manager.

The Updike Grain Company of Omaha, Neb., recently opened an office at Sioux City, Iowa, with A. Comstock in charge.

C. W. Baum of the J. Rosenbaum Grain Company, Chicago, Ill., was a recent visitor in a number of Eastern exchanges.

Edward James, vice-president of the Armour Grain Company of Chicago, spent a short vacation on the Atlantic Coast in August.

Albert Geidel of Geidel & Leubin, Pittsburgh, Pa., spent a well-earned two weeks' vacation the last part of August and first of September.

The Northern Pacific Grain Company of Seattle, Wash., has been incorporated to carry on a general grain business. H. H. Rasmussen is manager.

Grant W. Kenney of the Elmore-Schultz Grain Company of St. Louis, Mo., has applied for admission to membership in the Merchants' Exchange.

Logan & Bryan of Chicago, Ill., with general offices in the Board of Trade Building have opened an office on the ground floor of the Blackstone Hotel.

T. J. O'Neill & Co. of New York City, who has been connected with the grain and cottonseed trade of that market for the past 20 years, failed recently.

A. R. Taylor of the Taylor-Bournique Company, grain merchants of Milwaukee, Wis., has applied for membership in the Minneapolis Chamber of Commerce.

The Richter Grain Company of Cincinnati, Ohio, received the first car of rye taken in on this year's crop. It came from Indiana, graded No. 1 and weighed 58 pounds.

Edward F. Richards of John T. Fahey & Co., grain receivers and exporters of Baltimore, Md., returned home recently from an outing at Delaware Water Gap, Pa.

The Donahue-Stratton Company of Milwaukee, Wis., has opened an office at Sioux City, Iowa, to facilitate the operations of its cash grain business. C. J. Furst is manager.

The Keusch Grain Company of New York, recently organized, has now been incorporated by Otto Keusch, J. H. Bowne and S. Patterson with a capital stock of \$100,000.

Ware & Leland of Chicago, Ill., have established a bond department in connection with their branch office at Milwaukee, Wis. Frederick Murphy is manager of the department.

The Armour Grain Company of Chicago, Ill., has announced the organization of the Armour Canadian Grain Company, Ltd., with head offices in Winnipeg, Man. The company will do a general grain business, mostly export. The officers of the new organization are H. G. Campbell, president and gen-

eral manager; George A. Marcy, and Edward A. James, vice presidents; H. C. Pohizon, secretary and treasurer.

C. G. Clark, Herman Schmitt and F. E. Watkins have been appointed as delegates from the Cleveland Chamber of Commerce to the Grain Dealers' National Convention at Baltimore.

The Marfield Elevator at Minneapolis, Minn., formerly known as the Merchants' Elevator, has been declared "regular" under the rules of the Minneapolis Chamber of Commerce.

H. R. Jordan, formerly engaged in the wholesale feed business at Pittsburgh, Pa., is now representing the Chicago grain and feed firm of Hales & Edwards Company in the Pittsburgh market.

The A. C. Gale Grain Company of Cincinnati, Ohio, has been incorporated with a capital stock of \$10,000 by Albert C. Gale, Murray Eisfelder, Leo G. Broering, W. L. Kuemoller and G. J. Fredericks.

The Cairnes Grain Company of Chicago has gone out of business and James E. Cairnes, its head, is now manager of the cash grain department recently established by Jackson Bros. & Co. of Chicago.

Delegates from the Milwaukee Chamber of Commerce, Milwaukee, Wis., to the meeting at Baltimore, Md., of the Grain Dealers' National Association are A. K. Taylor, Secretary H. A. Plumb and Chief Grain Inspector A. A. Breed.

Haven Re Qua, a son of Charles H. Re Qua, grain merchant on the Chicago Board of Trade, was married early in September to Miss Gladys Anderson of Chicago. The newly married couple will make their home at Hubbards Woods, Ill.

Elmore-Schultz Grain Company of St. Louis, Mo., unloaded on August 29 a carload of No. 2 hard wheat shipped by G. Brauer of San Jose, Ill., containing 137,830 pounds. At prevailing prices this car of wheat involved quite a snug sum of money.

Colonel C. S. Bentley, a veteran of the Chicago grain trade, having been a member of the Chicago Board of Trade since 1885, recently sold his membership at the attractive price of \$4,662.50. Col. Bentley is a veteran of the Civil War and 75 years of age.

The Brouse-Skidmore Grain Company, recently organized at Cincinnati, Ohio, has incorporated with a capital stock of \$12,000. The incorporators are Henry M. Brouse, Earl F. Skidmore, Mabel S. Brouse, Ruby M. Skidmore and Geroni J. Fredericks, Jr.

The Stevenson Grain Company of Kansas City, Mo., has left its old quarters in the New England Building and has established offices in No. 214 Board of Trade Building, where the company will continue to extend a hearty welcome to all friends and patrons.

The Soo Line Elevator at Minneapolis, Minn., under lease to Bartlett-Frazier Company of Chicago, began operations on September 15. Thomas E. Murray, formerly cash wheat trader for the Van Dusen-Harrington Company of Minneapolis, is the wheat buyer.

The McKee, Lindley & Dunn Grain Company of St. Joseph, Mo., has filed articles of incorporation with a capital stock of \$10,000, of which one-half is paid. The object is to do a general grain brokerage business. The incorporators are: E. R. Lindley, Harvey J. Dunn, Jas. G. McKee.

Jos. P. Griffin, president of the Chicago Board of Trade, has appointed E. L. Merritt, Edward Hy-mers, J. C. Murphy, W. E. Hudson and H. S. Carroll as delegates to the annual convention of the Grain Dealers National Association which convenes at Baltimore, Md., September 25, 26 and 27.

That "love finds a way" was proven for the seven-hundred-millionth time the latter part of August when A. Stamford White Jr., son of the well-known grain merchant of that name and former president of the Chicago Board of Trade, eloped to Joliet with Miss Ruth Mary Dow of Chicago and

RECEIPTS AND SHIPMENTS

Following are the receipts and shipments of grain, etc., at leading terminal markets in the United States, for the month of August, 1916:

BALTIMORE—Reported by Jas. B. Hessong, secretary of the Chamber of Commerce:

Articles.	Receipts		Shipments	
	1916.	1915.	1916.	1915.
Wheat, bus.....	3,527,961	3,187,467	2,615,772	2,670,686
Corn, bus.....	2,107,854	171,224	1,772,062	42,006
Oats, bus.....	4,963,486	180,137	5,113,371	.....
Barley, bus.....	158,115	655	289,043	.....
Rye, bus.....	463,624	96,196	470,399	54,960
Hay, tons.....	2,445	4,418	776	530
Flour, bbls.....	310,277	154,261	162,072	92,393

BUFFALO—Reported by the Chamber of Commerce:

Articles.	Receipts		Shipments	
	1916.	1915.	1916.	1915.
Wheat, bus.....	17,073,181	3,187,151	.....	.....
Corn, bus.....	45,000	1,985,431	.....	.....
Oats, bus.....	1,719,509	229,746	.....	.....
Barley, bus.....	766,430	382,990	.....	.....
Rye, bus.....	361,000	440,000	.....	.....
Flax seed, bus....	1,241,766	.....	.....	.....
Flour, bbls.....	1,072,190	801,520	.....	.....

CHICAGO—Reported by J. C. F. Merrill, secretary of the Board of Trade:

Articles.	Receipts		Shipments	
	1916.	1915.	1916.	1915.
Wheat, bus.....	10,843,000	12,505,000	7,630,000	11,454,000
Corn, bus.....	6,375,000	6,213,000	6,145,000	4,710,000
Oats, bus.....	31,715,000	16,749,000	11,826,000	9,281,000
Barley, bus.....	2,194,000	729,000	534,000	255,000
Rye, bus.....	361,000	440,000	146,000	211,000
Timothy seed, lbs.	2,487,000	1,201,000	2,826,000	1,372,000
Clover seed, lbs..	138,000	327,000	88,000	104,000
Oth. gr. seed, lbs.	945,000	609,000	753,000	546,000
Flax seed, bus....	57,000	1,000	.....	.....
Broom corn, lbs..	1,029,000	1,941,000	936,000	1,809,000
Hay, tons.....	13,217	21,664	1,297	2,467
Flour, bbls.....	702,000	562,000	585,000	579,000

CINCINNATI—Reported by W. C. Culkins, executive secretary of the Chamber of Commerce:

Articles.	Receipts		Shipments	
	1916.	1915.	1916.	1915.
Wheat, bus.....	1,166,164	1,035,947	681,981	1,259,709
Corn, bus.....	739,721	698,159	290,148	355,472
Oats, bus.....	782,544	577,722	534,868	323,319
Barley, bus.....	.....	2,300	29	1,717
Rye, bus.....	111,802	76,046	7,922	42,762
Timothy seed, 100-lb. bags.....	2,543	217	832	2,595
Clover seed, 100-lb. bags.....	350	851	1,744	1,713
Other grass seed, 100-lb. bags.....	7,515	10,292	4,616	5,430
Flax seed, 100-lb. bags.....	522	38	121	17
Broom corn, lbs..	8,727	21,615	7,122	39,704
Hay, tons.....	9,279	7,621	5,672	3,897
Flour, bbls.....	169,752	111,803	134,691	78,701

CLEVELAND—Reported by M. A. Havens, secretary of the Chamber of Commerce:

Articles.	Receipts		Shipments	
	1916.	1915.	1916.	1915.
Wheat, bus.....	135,657	195,444	3,723	5,043
Corn, bus.....	235,037	233,843	52,409	31,412
Oats, bus.....	1,008,112	306,000	145,209	505
Rye and other cereals, bus....	6,363	4,508	.....	.....
Hay, tons.....	1,834	2,830	49	37
Flour, bbls.....	28,410	54,042	7,052	3,838

DETROIT—Reported by M. S. Donovan, secretary of the Board of Trade:

Articles.	Receipts		Shipments	
	1916.	1915.	1916.	1915.
Wheat, bus.....	376,000	271,000	55,000	87,000
Corn, bus.....	205,000	207,000	95,000	118,000
Oats, bus.....	635,000	491,000	139,000	55,000
Rye, bus.....	39,000	38,000	2,000	7,000
Flour, bbls.....	28,000	26,000	35,000	39,000

DULUTH—Reported by Chas. F. McDonald, secretary of the Board of Trade:

Articles.	Receipts		Shipments	
	1916.	1915.	1916.	1915.
Wheat, bus.....	3,757,870	458,888	4,628,850	858,771
Oats, bus.....	340,371	181,046	497,139	200,396
Barley, bus.....	799,109	478,227	484,736	424,739
Rye, bus.....	100,390	204,188	120,610	142,543
Flax seed, bus....	174,677	41,965	755,425	459,987

INDIANAPOLIS—Reported by Wm. H. Howard, secretary of the Board of Trade:

Articles.	Receipts		Shipments	
	1916.	1915.	1916.	1915.
Wheat, bus.....	458,000	1,151,000	116,000	481,000
Corn, bus.....	1,359,000	1,008,000	711,000	384,000
Oats, bus.....	3,409,000	2,256,000	666,000	327,000
Rye, bus.....	20,000	52,000	3,000	6,000
Hay, cars.....	88	78	.....	.....

KANSAS CITY, MO.—Reported by E. D. Bigelow, secretary of the Board of Trade:

Articles.	Receipts		Shipments	
	1916.	1915.	1916.	1915.
Wheat, bus.....	13,543,100	5,784,750	8,500,950	4,060,800
Corn, bus.....	1,226,250	845,000	1,221,250	617,500
Oats, bus.....	788,800	419,900	264,000	147,000
Barley, bus.....	67,200	162,400	116,200	79,800
Rye, bus.....	47,300	18,700	29,700	5,500
Bran, tons.....	2,320	1,840	11,580	11,220
Kaffir, bus.....	104,500	203,500	171,000	360,000
Flax seed, bus....	2,000	2,000	4,000	1,000
Hay, tons.....	26,280	34,884	7,188	4,176
Flour, bbls.....	33,250	9,750	244,500	258,250

NEW YORK CITY—Reported by H. Heinzer, statistician of the Produce Exchange:

Articles.	Receipts		Shipments	
	1916.	1915.	1916.	1915.
Wheat, bus.....	14,281,740	.....	13,118,322	.....
Corn, bus.....	1,236,800	.....	1,809,982	.....
Oats, bus.....	2,865,700	.....	3,423,331	.....
Barley, bus.....	2,079,462	.....	1,192,923	.....
Rye, bus.....	10,000	.....	.....	.....
Clover seed, bags	1,028	.....	1,731	.....
Flax seed, bus....	174,000	.....	.....	.....
Hay, tons.....	18,037	.....	*10	.....
Flour, bbls.....	684,036	.....	434,273	.....

OMAHA—Reported by F. P. Manchester, secretary of the Omaha Grain Exchange:

Articles.	Receipts		Shipments	
	1916.	1915.	1916.	1915.
Wheat, bus.....	6,528,000	1,105,200	6,687,600	602,400
Corn, bus.....	1,354,800	1,732,800	1,073,600	1,499,300
Oats, bus.....	2,160,700	805,800	1,557,000	460,500
Barley, bus.....	65,800	37,800	28,000	6,000
Rye, bus.....	88,000	53,900	30,000	32,000

MILWAUKEE—Reported by H. A. Plumb, secretary of the Chamber of Commerce:

Articles.	Receipts		Shipments	
	1916.	1915.	1916.	1915.
Wheat, bus.....	456,925	143,750	158,316	31,442
Corn, bus.....	700,820	781,450	251,613	455,198
Oats, bus.....	3,812,200	2,103,300	2,817,070	920,722
Barley, bus.....	1,280,420	464,340	201,510	112,310
Rye, bus.....	171,100	115,640	57,140	14,160
Timothy seed, lbs.	240,000	150,492	63,200	577,656
Clover seed, lbs..	83,888	319,206	20,900	51,634
Feed, tons.....	11,621	17,280	24,326	20,551
Flax seed, bus....	13,000	45,590	.....	.....
Malt, bus.....	199,800	259,000	1,123,762	651,943
Hay, tons.....	1,506	2,508	660	48
Flour, bbls.....	204,400	129,030	255,962	165,716

PEORIA—Reported by John R. Lofgren, secretary of the Board of Trade:

Articles.	Receipts		Shipments	
	1916.	1915.	1916.	1915.
Wheat, bus.....	524,600	759,125	531,950	899,900
Corn, bus.....	2,296,650	1,274,300	950,450	830,535
Oats, bus.....	1,658,900	1,907,800	998,550	1,431,100
Barley, bus.....	155,600	92,400	73,000	43,420
Rye, bus.....	36,000	52,600	19,200	18,200
Mill feed, tons...	4,825	1,408	16,740	11,080
Seed, lbs.....	1,170,000	30,000	120,000	.....
Broom corn, lbs..	45,000	150,000	45,000	90,000
Hay, tons.....	3,253	3,400	720	764
Flour, bbls.....	175,200	151,400	148,610	135,942

PHILADELPHIA—Reported by A. B. Clemmer, secretary of the Commercial Exchange:

Articles.	Receipts		Shipments	
	1916.	1915.	1916.	1915.
Wheat, bus.....	3,457,364	2,607,719	2,812,042	1,724,840
Corn, bus.....	893,133	161,886	488,055	.....
Oats, bus.....	1,207,365	845,628	422,510	200,090
Barley, bus.....	5,797	.....	89,210	.....
Rye, bus.....	6,085	37,356	.....	.....
Clover seed, bags	555	.....	.....	.....
Flax seed, bus....	.....	96,055	.....	.....
Hay, tons.....	5,244	5,258	.....	.....
Flour, bbls.....	220,912	134,043	56,355	36,245

PORTLAND, MAINE—Reported by Geo. F. Feeney, traffic manager of the Chamber of Commerce:

Articles.	Receipts		Shipments	
	1916.	1915.	1916.	1915.
Wheat, bus.....	945,063	.....	1,284,446	.....
Corn, bus.....	72,787	.....	177,948	.....
Oats, bus.....	177,311	.....	1,130,515	.....
Barley, bus.....	39,743	.....	.....	.....

ST. LOUIS—Reported by Eugene Smith, secretary of the Merchants' Exchange:

Articles.	Receipts		Shipments	
	1916.	1915.	1916.	1915.
Wheat, bus.....	5,757,822	3,827,483	4,187,040	2,892,950
Corn, bus.....	1,080,000	944,400	594,970	528,680
Oats, bus.....	2,734,525	1,817,300	2,031,250	772,220
Barley, bus.....	30,520	24,000	2,240	4,630
Rye, bus.....	93,334	70,420	42,460	24,290
Hay, tons.....	14,615	23,980	6,360	13,570
Flour, bbls.....	350,940	291,410	423,890	360,570

SAN FRANCISCO—Reported by W. B. Downes, statistician of the Chamber of Commerce:

Articles.	Receipts		Shipments	
	1916.	1915.	1916.	1915.
Wheat, ctls.....	131,160	.....	4,194	.....
Corn, ctls.....	11,595	.....	1,456	.....
Oats, ctls.....	59,390	.....	18,349	.....
Barley, ctls.....	608,253	.....	472,446	.....
Rye, ctls.....	1,905	.....	.....	.....
Hay, tons.....	17,396	.....	2,102	.....
Flour, bbls.....	115,219	.....	59,908	.....

TOLEDO—Reported by Archibald Gassaway, secretary of the Produce Exchange:

Articles.	Receipts		Shipments	
	1916.	1915.	1916.	1915.
Wheat, bus.....	1,661,200	709,000	243,400	476,900
Corn, bus.....	216,600	255,800	59,800	62,200
Oats, bus.....	1,680,100	678,400	554,400	297,800
Barley, bus.....	.....	2,000	.....	.....
Rye, bus.....	18,500	24,000	12,200	9,600
Timothy sd., bags	1,192	569	.....	500
Clover seed, bags	137	442	.....	.....
Alsike seed, bags	1,289	1,899	.....	.....

TRADE NOTES

The Anglo-American Mill Company of Owensboro, Ky., recently started work on a new building which will give added space of about 15,000 square feet to be used in the manufacture of the company's new "Midget" Marvel Separator and Scourer. The building will be completed about November 1, when the manufacture of this new machine will be commenced.

A corn cleaner and a corn sheller that need no recommendation are made by the Barnard & Leas Manufacturing Company of Moline, Ill. They answer to the names of the Barnard Cornwall Corn Cleaner and the Victor Corn Sheller, and have been standard machines in the grain elevator and mill industry for very many years. The installation of these machines will place the elevator man in readiness for the new crop.

The International Harvester Company of America with headquarters in the Harvester Building, Chicago, Ill., calls attention to the fact that it maintains branch houses in 87 principal American cities where complete repair stocks and expert help are available for users of the Mogul and Titan Kerosene Engines. These engines, from 4 to 50 horsepower, operate on kerosene and other cheap, low grade fuels and are recommended as the ideal power in grain elevator and mill plants.

The Cyclone Blow Pipe Company of 2542-2552 Twenty-first Street, Chicago, Ill., has been very busy in its new factory, to which it removed a few months ago. They have been especially filled up on orders for Cyclone Dust Collector equipments for large elevators, as well as experiencing considerable interest from the smaller country dealer who is learning to recognize the advantages, both in time and money, resulting from installing one of these dust collecting plants.

The Kerosene Carburetor Company, Inc., of Frankfort, Ind., gives a number of reasons why the operator of a gasoline engine outfit should use its kerosene carburetor. One of these reasons is the fact that kerosene is from one-half to one-third cheaper than gasoline and the kerosene carburetor provides for the use of the first named product. It is more than likely that the average owners of a gasoline engine plant will not care for the other reasons but should they do so the Kerosene Carburetor Company will be glad to give full particulars about this money saving device.

A. Wilford & Co. of Baltimore, Md., manufacturers of the Wilford Grain Cleaner and Separator, have published some interesting literature on the question of grain cleaning which they will be glad to place in the hands of every grain elevator owner. Visitors to the Baltimore Convention September 25-26-27 can see 9 large sized Wilford machines in operation at the Locust Point elevators of the Baltimore & Ohio Railroad, one new machine in the modern new elevator of the Western Maryland Railroad at Port Covington, Md., while one may be also seen at the United States Department of Agriculture, Chamber of Commerce Building, in Baltimore.

If formerly the best young men took the advice of Horace Greely and went West, then the best young men today, as well as machines and affairs, should come from the West. Perhaps this had something to do with the naming of the "Western" line of machinery manufactured and sold by the Union Iron Works of Decatur, Ill. Some of these machines that are as familiar to the grain elevator owner as his morning paper are the "Western" Regular Warehouse Sheller; "Western" Pitless Warehouse Sheller; "Western" Rolling Corn Screen Cleaner; "Western" Warehouse Combined Sheller and "Western" Gyrating Cleaner. The Union Iron Works, although very busy on

orders the past few months, can make shipments promptly, and for the convenience of the Western trade keep a complete line of shellers and cleaners at 1221-23 Union Avenue, Kansas City, Mo.

The John Lauson Manufacturing Company of New Holstein, Wis., has secured the services of George D. Ash, who will act as jobbing sales manager. Mr. Ash is thoroughly experienced in the gas, gasoline and kerosene engine trade, having been for a number of years sales manager for the Saeger Engine Works. Immediately upon becoming connected with the Lauson sales organization Mr. Ash took charge of the entire Lauson jobbing business in the United States and will arrange to pay each jobber personal visits frequently so that the company will be able to extend to their sales organization better Lauson service than heretofore. The company's popular engine for the grain and mill trade is the Lauson Standard Stationary Kerosene Engine built in sizes from 2½ to 100 horsepower and operates on kerosene, distillate motor spirits, or other fuels of like density that may be obtainable.

The large number of grain elevator operators who demand Goodyear Klingtite Belting on account of its low maintenance cost will note with interest that after three years of operation, The Goodyear Tire & Rubber Company's home-building plan for employes has proven so successful that an addition of 350 acres has just been made to the original 100 acres allotted. The Goodyear plan was originated by President F. A. Seiberling, in an effort to help Goodyear workmen to become home owners, without the prohibitive "down payments" required in the usual real estate deal. And now that so many Goodyear workmen have grasped the opportunity to own their own homes, built and sold on the basis of rent, with no initial payment necessary, 1,500 additional lots have been laid out to accommodate them. None of the lots are less than 50 feet in frontage. The usual monotonous rows of "company houses" are absent from the Goodyear scheme. Each home has individuality, reflecting the taste of the home owner. Employes may follow their own individual desires as to plans, and any reasonable construction conforming to certain sanitary standards is permitted.

The Invincible Grain Cleaner Company of Silver Creek, N. Y., calls attention to the great number of purchases of mill and elevator machinery made since the European conflict commenced. If a stimulant were needed to awaken the trade to the great possibilities for improvements to increase capacities, qualities, etc., to enable them to meet competition and fill the demand, the war certainly has had this effect. The rush to get machinery has been enormous. Business in the milling and elevator world has increased to such an extent that most manufacturers are far behind in taking care of the demand for more and better machinery. The Invincible Grain Cleaner Company says there has never been such a demand for high-class machines. Well-cleaned grain brings a good profit and everyone seems to be putting in the needed machinery. With the high prices prevalent, large profits are being made by the man in position to meet the demand. Now seems to be the time to get machinery and the wideawake man is losing no time in filling his needs. Such people as the Soo Line Terminal Elevator of Minneapolis, The Quaker City Flour Mills, Philadelphia, Interstate Milling Company, Charlotte, N. C.; St. Albans Grain Company, St. Albans, Vt.; Pacific Coast Shredded Wheat Company, Oakland, Cal., and many others were awake to the situation and placed their orders for Invincible machinery so they are now reaping the high profits to be derived from the great

demand. It pays to have good machinery and the man who has it is profiting by his foresight. The present is undoubtedly the time for the grain men to put his cleaning equipment in good condition to meet competition and take care of the large demand.

THE BIGGEST THINGS IN POPCORN

BY FELIX J. KOCH.

Although Iowa and Nebraska together raise about 67 per cent of the popcorn crop of the United States, nevertheless the honor of having the largest single popcorn farm in the world belongs to Ohio. It is located near Harrison, Ohio, and the corn produced is sufficient in amount to supply half a nation. Mr. Longnecker, the owner of the big farm, tells some interesting facts about it:

By the first of May, the popcorn has been planted, and in four or five days one sees the little shoots coming up from the earth. With good weather that field is very soon one great, green carpet, and then about August 1 it is in tassel. The corn is raised much as ordinary corn would be and so the story is rather too familiar for repetition. As a matter of fact, while no particular kind of soil is needed for the popcorn, pretty good land is re-



THE WORLD'S LARGEST POPCORN FARM

quired. Land of that sort is worth, there in the borderland, as much as \$100 per acre.

The popcorn tassels about August 1 and anywhere from the first of September until the first of November it will be gathered. Fifty acres of popcorn, then, is indeed a pretty sight; though what it would be were Old Sol to take it in his head to grow hot enough to pop all that corn it is impossible even faintly to speculate. An acre of the corn, they figure, should yield at least 50 bushels of ears.

Nor is the gathering an easy job. Each man on the farm takes a row at a time and he picks the ears into a basket. As this is filled it is carried to a wagon and dumped for hauling to the barns as any other corn would be. Five, six, 10 men to the 50 acres, will be busied here at a single time. Farmers' wives and helpless old village critters, glad of the chance to add a bit to their exchequer, may also be given a chance at turning an honest penny or two.

And it is not unprofitable. This year the corn brings its dollar a bushel at the farm. Two years ago the price rose to as high as a dollar and a half. Popcorn was scarce then and so the advance in prices. Some years many farmers take it into their heads to raise and then, of course, prices go low.

Unlike ordinary corn, popcorn grows so close that pumpkins and the like cannot well be planted along with it. The farmer rests content with the corn, sending it to Cincinnati and Chicago, where great concerns prepare it for half the American continent.

A bushel of good corn, it is estimated, should yield about 21 of the popcorn. To this end the White Mammoth Corn is believed the best, though some men prefer the Squirrel-Corn. When it is recalled that but two quarts of the corn are required to the acre it is evident that the corn will pay for itself. Even should the market for it, as

tit-bit, fail, it is to be used for hogs and horses and stock as feed, and, ground up, the stocks make a splendid ensilage for cattle.

But the popcorn is, was and always will be designed for human consumption. How many uses there are for it it is folly to speculate. Nowhere, perhaps, is so much corn popped in a single pan or a sitting as in the Yellowstone National Park of Wyoming. There, at Old Faithful, the hotel is patterned on the lines of some great log-cabin. There's the hearth for the guests to gather 'round and, over this, there's a monster iron corn-popper, swinging lightly over the flames by chains that would keep a ship to its moorings. While the corn pops, the guests tell travelers' tales. When it's finished, they regale!

ADVICE FROM AN EXPERT

The following questions were asked recently of the *Journal of Commerce* and answered by experts on that paper:

A Common Carrier Must Accept All Goods Tendered, and Forward Without Delay.

New York.—A quantity of dried beans, somewhat more than a carload, is tendered to a railroad company at San Francisco for transportation to New York, by rail to Galveston and thence by steamer to New York. The railroad company at San Francisco accepts the tender and receives the goods and forwards them promptly from San Francisco, notwithstanding the fact that at the time of such delivery to the railroad company there was a congestion of freights somewhere on the road between San Francisco and Galveston, and consequently this merchandise has now been on the way from San Francisco to New York exactly two months today and not yet arrived. On making inquiry of the railroad company we were informed that the car in question passed San Antonio on January 18 (this being the tenth day after the goods were shipped from San Francisco) and that owing to the congested conditions existing on their line in Galveston they regret that they were unable to furnish any definite advice as to when the car in question would reach New York; this was dated March 2. I believe that the railroad company in question should at the time when these goods were tendered have notified the shippers that owing to the congested conditions of the traffic there would be likely to be considerable delay in the forwarding of these goods to New York, thus giving the seller as well as the buyer an opportunity to ship these goods by all rail instead of by rail and water, as aforesaid, saving to the seller and buyer considerable time and avoiding damage to these perishable goods on account of unreasonable delays which could have been foreseen if the railroad company in question had acted with proper care. Please express your opinion as to the question of whether the railroad company would be responsible for damages if by reason of this unreasonable delay the merchandise in question should have suffered.

Reply.—A railroad carrier is bound to accept all goods properly tendered to it, and is bound to forward them as promptly as possible. If there are any conditions liable to cause delay the road is bound to remedy such conditions as promptly as possible. And the carrier should inform the shipper that his goods are accepted only subject to delay arising out of the congested conditions on its own or other lines.

The Same Price Must Sometimes Be Made to Various Customers.

New York.—We placed an order with a grain company for a large amount of cash wheat. At the same time a competitor of ours placed a similar order with the same company. The grain company purchased on the floor of the Exchange both lots of wheat at the same time, paying the same price for each lot. Being aware of the fact that we had sold the wheat at a higher price than did our competitor, the company charged us a higher price for the wheat than he charged our competitor. Was the company justified in doing this? Is the amount which the company can charge us for filling our order fixed by law or custom?

R. A. C.

Reply.—If this grain company was acting as buying agent it was not entitled to charge either of its customers with more than the actual cost of the wheat plus the buying commission, and this would be the same in both cases here put. If the company sold the wheat to both customers upon its own account, then it was entitled to charge the price named in each contract, whether the two prices were the same or not, if they were set down in the contract. If there was no contract price the seller can collect at the prevailing market rate of the day, and that would of course be the same in both cases.

NEWS LETTERS

DULUTH

S. J. SCHULTE - - CORRESPONDENT

OPERATORS on the Board of Trade have been greatly interested in the working out of the new Minnesota grades as established by the State Board of Appeals. They become operative on September 4, and in so far as tried out, dealers regard the grading as the first really scientific one ever made, fair to growers and handlers alike.

In the past, dissatisfaction has been expressed with the grading of wheat carrying such impurities as wild oats and kinghead, it being considered that too much guess work was involved in judging it. In order to arrive at a fair solution of the problem the Inspection Board had bread tests made from flour produced from that character of wheat in order to determine the exact percentage of weed impurities that could be carried without affecting the bread-making qualities of the flour.

Commenting upon the results of these tests and the new grades generally, C. F. Maxfield, chief deputy grain inspector at Duluth, said: "In our present methods of grading, nothing is left to chance. The percentage of inseparable weed impurities is now definitely determined by the arbitrator, and we flatter ourselves in thinking that all the rulings reached are accurate."

The percentage of weed seed impurities that may be carried in Minnesota wheat grades is now fixed as follows: In No. 1, not to exceed 1 per cent; in No. 2, not to exceed 2 per cent; in No. 3, not to exceed 4 per cent.

In the case of wild peas or kinghead, it must not exceed ½ of 1 per cent in No. 1; 1 per cent in No. 2, and 2 per cent in No. 3. It is provided, too, that the grain must otherwise be of such superior quality as to justify these additional defects.

Other changes involved in the new grades include the following: Wheat having 15 per cent or more of moisture shall be graded "No Grade" with the inspector's notation as to what grade the same would be in condition.

Changing the former "Rejected Grade" to "Sample Grade," which takes care of all inferior and badly damaged wheat.

The percentage of mixed wheat is established viz: Five per cent of durum, winter, Western, white or red wheat in spring wheat, and 10 per cent of spring wheat in durum, winter or Western white or red wheat shall be graded No. 1, No. 2, No. 3, etc., mixed wheat.

A grade of "mixed grain" is established. In it 4 per cent of coarse grain in wheat, 8 per cent of wheat in coarse grain, and 8 per cent of coarse grain intermixed, shall be classed "mixed grain," with the inspector's notation as to the character and percentage of the admixture.

Under the new grades cars plugged with intent to defraud will be graded "No Grade, C. C." (to clean) and after cleaned, run or mixed they will be graded on the average. Any unevenly loaded cars that are not considered to have been plugged with intent to defraud will be graded on the average of the car.

* * *

The problem of handling lightweight spring wheat and durum is proving a perplexing one for dealers on the Duluth market this season. Wheat weighing even less than 40 pounds is coming in now. It all goes into "Sample Grade," the value of each lot depending upon its weight and the character of the kernels. In buying this grain, millers must take into consideration the fact that

it requires five and six bushels of it to make a barrel of flour, and then there is the extra cost of milling to be taken into account. It has been found that this lightweight wheat cannot be mixed to advantage with heavier wheat in order to bring it up to an average weight sample for the reason that in running it through the spouts into the bins, the heavier grain settles to the bottom and the different weight in the bins thus become separated.

* * *

Considerable Montana wheat is now being brought to the Duluth market and is meeting with a ready sale on account of its being a uniformly plump grain. Grain men here with Montana connections are endeavoring to promote a campaign looking to more uniformity in the wheat grown there. According to the chief deputy grain inspector here, 15 or 16 varieties of wheat are being inspected on the Duluth market of which a larger proportion comes from Montana. Quail wheat, grown in that state, he regards as the limit in freak wheat. It may be classed with equal right as either winter or spring.

* * *

Horace Jackson of the Chicago Board of Trade was a recent visitor in Duluth. While he has noted that sentiment among operators on the various markets he has visited is generally bullish, owing to supply conditions, he said that the oldtimers who have been through the mill in other years, regard current quotations as high even after making full allowance for the falling off in production. Past experience, he claimed, has shown that in seasons of short production, the market has usually discounted that condition during the first 60 days. This fall may be no exception to the past experiences, he thinks. As Mr. Jackson views it, a market standing at over the \$1.50 mark at this period looks like a dangerous trading proposition.

* * *

Hans Simon, who represented Dreyfus & Co., a prominent French grain importing house on the Duluth market for some years, was a visitor here recently from New York where he is now located. He expressed the opinion that European buyers will be in the American markets heavily before long. Considerable winter wheat has been already bought for export, much of it to be shipped out via the Gulf ports, he said.

* * *

Over 8,500,000 bushel of all grains is now being carried in Duluth elevators, of which wheat accounts for 6,400,000 bushels. With the exception of some Montana wheat, this is nearly all last season's grain, and in looking up the records, it is shown that more grain is now in store here than in any other year at this period. A good call from the Eastern mills for old wheat is expected to materialize shortly. With the prospects of small deliveries at the Head of the Lakes this fall owing to the light harvest through the Northwest, elevator men are glad to earn the carrying charges on the old grain in their houses.

* * *

R. J. Henderson, a Fort William elevator man, who was a visitor on the Duluth Board of Trade this week, expressed the opinion, however, that the facilities over there will be able to take care of any tonnage that may come along quite handily.

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Shipments of grain from the Head of the Lakes to the East have been abnormally light for some time. As a consequence of that condition, vessel rates are inclined to be easier, the present quotation for Buffalo delivery standing at 4 cents. As present estimates now are for a yield of wheat in the Canadian Northwest of around 175,000,000, it

is taken for granted that many of the American boats will be engaged in the trade from the Canadian Lake ports this fall.

* * *

Duluth grain men with Winnipeg connections are hopeful that a fair tonnage of grain from the Canadian West will be again moved down this way during the fall and winter months.

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Demand for feedstuffs is improving, according to W. C. Mitchell of Randall, Gee & Mitchell. His firm is meeting with a good call for oats with a probability of a large tonnage being shipped down the lake for export shortly.

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R. M. White of the White Grain Company is away on a trip through the hay producing districts. With lumbering operations likely to be upon a heavier scale next winter, he looks forward to increased trade in hay and oats coming from that quarter this season.

* * *

J. T. Lundquist and M. G. Wisted were recently elected members of the Duluth Board of Trade.

ST. LOUIS

R. O. JOHNSON - CORRESPONDENT

FROM the speculative standpoint, trading recently on the St. Louis Merchants' Exchange has been highly satisfactory, as commission house business has been nearly all on the long side market, and wheat, corn and oats have been hovering around record levels since the big boom on rust and dry weather sent futures mounting. While the advances in prices, especially wheat, have been sensational, sentiment on 'Change seems to be more enthusiastically bullish now than when wheat was near the dollar mark; and predictions of \$2 wheat during the new crop year are voiced by many of the best-posted commission men.

Despite the domestic wheat visible supply of some 50,000,000 bushels, compared with about 10,000,000 bushels a year ago, the bulls on wheat assert that, with a wheat crop of only 611,000,000 bushels, against 1,012,000,000 bushels a year ago, foreigners will control a large percentage of the total cash supplies as well as many millions of bushels in futures; and that, with exports anywhere near those of last year, not only will our surplus be exhausted later in the crop year, but importations of wheat from the Argentine may be necessary to supply our needs next spring. It is pointed out that with the billion-bushel crop last year, May wheat in Chicago sold at \$1.38%, and the year before with a yield of 891,000,000 bushels at \$1.67, and with supplies now nearly cut in half from these two record years it is no wonder that extravagant prices are being predicted if the war continues. Further, according to the International Institute of Agriculture of Rome, the world's wheat crop promises to be 25 per cent less than that of a year ago.

* * *

Cash grain houses have been unusually active despite the high range of prices, for receipts in this market have been well above last year, although the wet harvest last fall interfered with the movement; and for this reason the trade expects a more bullish comparison from now on, owing to the poor crop in the soft wheat section. No. 2 red wheat sold as high as \$1.70, in the recent upswing in values, a figure only reached once since Civil War times. All grades in the cash market have shown marked strength, with No. 2 red at the top quoted about \$1.65@1.70; No. 3 red, \$1.55@1.61; No. 4 red, \$1.40@1.55; No. 2 hard, \$1.60@1.61; No. 4 hard, \$1.38@1.40.

Mills have been buyers of cash wheat largely on a hand-to-mouth basis, as many of the city and outside mills are still hoping for a wide break in prices to purchase supplies of grain, as the ad-

vance was so rapid that many mills missed their fall markets entirely.

Export houses have worked considerable business from this market by way of the Gulf, and the strong premiums still prevailing in the market for foreign shipments will no doubt mean increased export business from this city during the early winter months. Several large sales of flour for export were recently reported by St. Louis mills.

* * *

The Martin Mullally Commission Company has compiled the following table of cash wheat prices, showing the high and low quotation of No. 2 red wheat in the St. Louis market for the Civil War period and for several years afterward:

Year.	High.	Low.
1878.....Feb.,	1.28	Oct., 79%
1877.....April,	2.22	Dec., 1.23
1876.....Jan.,	1.60	Sept., 1.13½
1875.....Oct.,	1.95	Feb., 1.05
1874.....Jan.,	1.72	Nov., 1.03
1873.....Feb.,	2.09	July, 1.35
1872.....May,	2.29	Jan., 1.54
1871.....June,	1.70	July, 1.20
1870.....May,	1.50	Jan., .95
1869.....Jan.,	2.10	Dec., .85
1868.....May,	3.05	Nov., 1.60
1867.....April,	3.85	Aug., 1.95
1866.....June,	3.50	Jan., 2.00
1865.....Oct.,	2.80	June, 1.45
1864.....July,	2.40	Feb., 1.28
1863.....Mar.,	1.46	Jan., 1.00
1862.....Oct.,	1.17	Jan., .68
1861.....May,	1.45	Dec., .68
1860.....April,	1.55	Sept., .85

* * *

Cash corn sold at 90 cents in the St. Louis market recently, the highest price since the Civil War. Futures on the same day mounted to 92 cents bid for the September option, also a record for this market. The bull edge was taken off the market, however, by the Government crop report indicating 2,710,000,000 bushels, compared with the August estimate of \$2,777,000,000 bushels. The trade looked for a much lower forecast.

* * *

The Missouri State Crop Report for September 1 indicated a corn crop of 135,000,000 bushels, compared with the harvest a year ago of 209,450,000 bushels. The report made the condition of the crop 53.4 per cent, compared with 57.2 per cent in the month before and 75.4 per cent a year ago.

* * *

The St. Louis grain trade breathed a sigh of relief when Congress passed the Adamson Bill, and the great railroad strike was averted. Thomas K. Martin, of Graham-Martin Grain Company, in commenting on the situation, pointed out that the farmer and grain man would have suffered more severely than any other business interest had a strike been declared, for in Kansas and the Southwest millions of bushels of wheat are piled in bins and on the ground awaiting shipment to market, and much of the grain might have been lost by bad weather had its transportation been interfered with by a strike. With the spring wheat crop just beginning to move the Northwest farmer also would have been in a bad way, as what wheat he has is in demand at a very attractive price level. The loss to the export trade also would have been unusually heavy had traffic on the railroads been interfered with for any length of time.

* * *

Julius Postel of the Postel Milling Company, Mascoutah, Ill., was on the Merchants' Exchange recently. Mr. Postel has been appointed a member of the Committee on Grain Standardization, and in this capacity will gather the opinions of the Southern Illinois Millers' Association as to the best way to administer the new Grain Grades Act.

* * *

Recent rains have improved soil conditions in Missouri, and preparation for the next wheat crop seeding is going forward rapidly. The high price of wheat offers every incentive for a large area, and should weather continue favorable it is thought that farmers will sow their grain early, as in sowing late last year to avoid Hessian fly, much acreage was never put in, owing to unsatisfactory weather conditions. According to A. C. Petri, St.

Louis representative of Finley Barrell & Co., who lives in St. Louis County, nearly all the wheat near St. Louis has been marketed, and conditions in the county are ideal for winter wheat sowing.

* * *

George O. Smith of the Fredericktown Milling Company of Fredericktown, Mo., A. C. Keiser of the A. J. Keiser Flour Mills, Mt. Olive, Ill., and F. K. Williamson of the C. H. Albers Commission Company, St. Louis, have been posted for membership in the Merchants' Exchange.

* * *

Improved pasturage conditions over a wide area resulted from the recent rains and the hay crop promises to compare favorably with last year, as the indicated yield per acre, according to the Government report, was 1.64 tons, compared with 1.68 last year and 1.34 the 1910-14 average. Quotations in the St. Louis Market are: clover—mixed, No. 2, \$10@12.50; No. 1, \$13@14.50; timothy, No. 3, \$10@11; No. 2, \$11.50@14.50.

* * *

The Merchants' Exchange has granted to the Business Men's League permission to use the title "St. Louis Chamber of Commerce"; despite the fact that the Merchants' Exchange Building has been known by that name for many years. In accepting the title, the Business Men's League agreed to co-operate with the Exchange in building a new Chamber of Commerce Building, and if the plans ultimately go through the present home of the Exchange will more than likely be converted into a union interurban railroad station. In the projected new Chamber of Commerce Building will be located the League, the Exchange interests, possibly the Mercantile Club, the City Club and the Civic League, as well as other associations. The accord between the Exchange and the League was brought about by Mr. Howard for the League, and President Jacob Schreiner and Vice-president E. C. Andrews for the Exchange.

TOLEDO

E. F. BAKER - CORRESPONDENT

THE rush of wheat seems to be over so far as this section is concerned, according to the opinions of leading grain men here and according to the receipts, which are rather low. Farmers seem to have sold their new wheat pretty freely for the most part, and those who did not sell are inclined to hold for better prices. The old wheat is coming in better, but is of such poor quality that it is of little value except for poultry and sheep feeding. There is some complaint from inexperienced millers who claim that some of the old wheat gets mixed in with the new, deteriorating the wheat and the flour. The old wheat is of course selling at a big discount because of the poor quality. It is badly discolored. Receipts are said to be affected considerably by the car shortage, which is being felt quite keenly. Illinois dealers are complaining bitterly because they say their elevators are full to the roof and no cars are available. Toledo elevators are pretty well filled, but there is still space for regular grades, although there are no bins for the off grades. The National Elevator is about full, although some space is being reserved for spring wheat supplies. The East Side Iron Elevator is said to still have a little room.

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The Northwestern Grain & Milling Company is the latest grain firm to remove to the Second National Bank Building and occupies the entire Summit Street front on the twentieth floor.

* * *

The new wheat is of excellent quality, and the new oats is also of fine quality but quite light. Farmers in this section are already doing their fall plowing, but there is extreme need for rain in

this section, as the ground is too hard and dry for wheat planting. It is expected that a large acreage will be put in this fall, farmers being considerably encouraged by the fine crop of this season and by the high prices of wheat.

* * *

F. O. Paddock is to make the response at the Baltimore Convention the last of this month in behalf of the Association and of grain men generally. Mr. Paddock is one of the most forceful speakers the grain men of the country have. Fred Mayer of J. F. Zahm & Co., who is chairman of the Committee on Statistics, will also give a report. Mr. Mayer will be accompanied on the trip by his wife and daughter. Other Toledo grain men who expect to attend the convention are E. L. Southworth, E. H. Culver and J. W. Young. Letters received by local dealers would indicate that northwestern Ohio will be well represented.

* * *

Fred Smith of near St. Marys, Ohio, raised 84 pounds of corn from 100 grains furnished by the Auglaize County Agricultural Society; in the juvenile corn raising contest. Glen Smith with 77½ pounds came next. Both boys will have a free trip to Washington.

* * *

John L. Rouse, of Tiffin, well-known grain merchant, died at his home in that city recently, of heart trouble. He owned and operated a chain of elevators in small towns near Tiffin during the past eight years. He left a wife and daughter.

PHILADELPHIA

E. R. SIEWERS - CORRESPONDENT

TAKING advantage of Labor Day as a general holiday with the half Saturday closing previous, most of the representatives of the grain, flour, feed and hay interests went off on trips to the sea and mountain resorts. President Louis G. Graff motored through the New England States for a week, while Official Stenographer L. J. Riley imbibed the fresh country air at Christiana, Lancaster County, Pa., his old homestead. A. Judson Stiles, the mill feed specialist, caught big fish, but not sharks, at the Beach Haven banks in New Jersey. A. D. Bahmer tried Atlantic City, while Vice-president C. Herbert Bell of the Commercial Exchange was one of the prominent dwellers in the Adirondacks.

* * *

It's "onward to Baltimore" now all along the grain floor, and about every other fellow you meet hereabouts talks aloud of getting his baggage checked for the Oriole City where the Twentieth Annual Convention of the Grain Dealers' National Convention, is to be held on September 25-26-27. The membership here includes 22 leading firms and leaders in the grain, feed and flour and hay trade in addition. James L. King of West Chester, Pa., who

served as president, as well as manager of the Commercial Exchange for a number of terms is a director of the National Association and will lead the procession from this end of the line.

* * *

Recent new members of the Commercial Exchange are Charles E. Rogers, grain, feed and hay dealer of Mt. Holly, New Jersey; Dundas Bros. of 625 Lafayette Building, Philadelphia, flour brokers, and John Gardener of 1100 Washington Avenue, Philadelphia, flour and feed merchant.

* * *

On account of congested conditions, the Pennsylvania Railroad Company has declared a rigid temporary embargo on all grains at the big 2,000,000-bushel Girard Point Elevator and the Philadelphia and Reading Company have practically followed suit for the present at their 1,500,000-bushel grain elevator at Port Richmond.

* * *

The Ninth Annual Convention of the Atlantic Deeper Waterway Association, holding its sessions here from September 12-15 at the Bellevue-Stratford, brought together some of the most noted advocates of inland marine routes, throughout the country, and the large and distinguished gathering was addressed in a favorable strain by President Wilson. "A thousand miles of waterway from North to South" was the slogan.

* * *

A new Japanese steamship line is looking up a terminal along the Delaware River, and several new steamships are to be constructed for that company here. A. S. Mihara is their official representative and has been consulting with Director Hasskarl of the Department of Wharves, Docks and Ferries.

* * *

When wheat dropped in the Chicago grain pit 11¼ cents a bushel under Roumanian war rumors, Charles Hill, the wealthy Lottsville miller and grain dealer, aged 53 years, who lost heavily, committed suicide by shooting himself through the forehead, after he had soaked the floors and carpet of his home with kerosene, and set fire to the building. He was well and favorably known here, being an occasional visitor on 'Change, and is believed to have become temporarily insane.

* * *

A 250-acre Industrial Terminal is booked for South Philadelphia near League Island. The property taken over represents \$2,000,000. Major D. S. B. Chew is the president of the corporation, and a number of capitalists are in the enterprise. The Pennsylvania and the Baltimore & Ohio Railroads have already chosen yard sites in the neighborhood.

* * *

Much has been said about the new Girard Point Elevator, but nothing could show it to better purpose than the two illustrations presented on this page. One is a view of the old Girard Point Elevator, now dismantled and the other its 2,000,000 bushel successor, built by James Stewart & Co. of Chicago.

BUFFALO

ELMER M. HILL - CORRESPONDENT

GRAIN interests are exceedingly optimistic over the prospects of a record-breaking year in the handling of grain at Buffalo. Never before have receipts during the dull summer months been so heavy as within the last 60 days, and with the fall movement of new grain from ports on the Upper Lakes, experts are of the belief that some interesting records will be established in the fall of 1916. With the completion of additional elevator facilities, the port is in a better position to handle storage and transit grain than ever before, but the only condition that will retard dispatch is a freight car shortage.

Fred E. Pond, secretary of the Buffalo Corn Exchange, is in daily communication with rail lines entering the city from the East and he has been assured that railroads will do all in their power to supply a sufficient number of cars every 24 hours to keep the ex-Lake grain moving toward seaboard points. Officials of the Western Elevating Association, the Douglass Agency and other grain handling and dispatching agencies have also been promised the co-operation of rail lines, for all transportation interests realize the importance of keeping the port free from grain congestion during the closing months of navigation.

"New grain is arriving freely from the West and it is of good quality," said Mr. Pond to the "American Grain Trade" correspondent. "There is every indication that this will be an exceedingly busy and prosperous season for everyone associated with grain and elevating houses. With good prices prevailing for grain and good rates for handling grain everyone should be happy."

* * *

Julius Barnes of New York City, one of the most extensive grain dealers in the East, who was a recent visitor in the Buffalo market after a tour of inspection of the grain situation in the United States and Canadian Northwest, said:

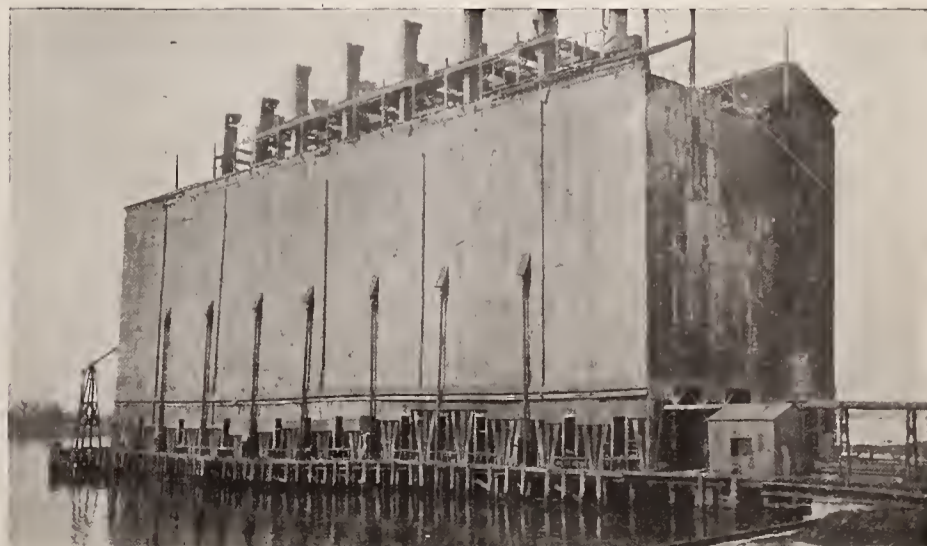
The wheat crop in the American Northwest has been hit hard and will be smaller than in other years. In the Canadian Northwest there will be a normal crop, although there has been some damage in certain sections. The wheat growers there are disappointed, for the crop this year will fall below the record established last season. There is a good export demand and indications are that we will have sale for all grain we can spare. Ocean tonnage will not be any too plentiful and high freight rates will prevail. Our own high prices combined with high carrying charges will have a tendency to send Europeans to the Argentine Republic and Australia for a portion of their grain. This will add to the scarcity of ocean bottoms in this country and keep rates high.

* * *

Buffalo grain men were interested in the expert opinion of the Canadian grain crop expressed by James Carruthers of Montreal after his return from a trip of inspection in the Canadian Northwest. Mr.



NEW GIRARD POINT ELEVATOR, PHILADELPHIA



OLD GIRARD POINT ELEVATOR BEING DISMANTLED

Carruthers declared the wheat crop would amount to more than 165,000,000 bushels. Referring to the present price of wheat, Mr. Carruthers said that if the Russian wheat in the Black Sea could be moved, it would cause a decline of 30 to 40 cents a bushel.

* * *

The Exchange Elevator on the Erie Basin is receiving truck-loads of grain of farmers in western New York and during the past month receipts have been quite heavy. Howard J. Smith, manager of the elevator, says enough grain is received by wagon and auto-truck to move several carloads to the East every week. The sight of wagons unloading grain at a local house is unusual and brings back memories of the olden days along the river front.

* * *

Evidence of alleged conspiracy on the part of the New York State Retail Feed Dealers' Association in seeking to prevent the farmer from buying feed in carload lots, has led the Wicks Milk Investigating Committee to submit the case to the attorney general of New York State. Hearings have been held in several middle-state cities and towns. At Rochester a letter written by J. De Vere Rogers, president of the Central New York Retail Feed Dealers' Association, to A. P. Husband of Chicago, secretary of the Millers' National Federation, was read as evidence that jobbers in hay and grain in New York State are using the boycott and other alleged unfair methods to prevent large milling companies from selling grain direct to dairymen in the state. The vice-president of a Rochester milling company testified that his company has experienced much trouble by short weights in grain shipments from Buffalo elevators. He said his company lost upward of \$1,800 last year in this manner.

* * *

Grain men throughout western New York are co-operating in the movement for increased diversion of water at Niagara Falls for power development. The Ontario Hydro-Electric Commission has stopped the exportation of 25,000 horsepower from Canada to the United States and threatens to stop all exportation by the Canadian-Niagara Power Company. This would have a serious effect upon the entire elevating industry of Buffalo as a great part of the electric power used throughout western New York is imported from Canada. Never before has there been such an acute shortage of power as at present. Those who have made a study of the situation say that doubling or even tripling the present diversion would have no visible effect upon the scenic beauty of the cataracts.

It was told at a hearing before Major Harry Burgess of the United States Lake Survey, who has been investigating the situation with a view of recommending to Congress that the present water diversion limit under international treaty with Canada be increased, that increasing of Buffalo's grain elevator facilities would be greatly impeded if sufficient power could not be obtained. Large additions to grain elevator facilities are being constructed, it was pointed out, and other additions are under contemplation, but without power the work will be held up.

* * *

When the grain carrier *Montezuma* of the Davidson fleet had part of her cargo unloaded at the Kellogg Elevator a few days ago, it was found she had sprung a leak and had four feet of water in her hold. Of her cargo of 179,000 bushels, 19,500 bushels were damaged by water. The dry grain was handled by the Kellogg Elevator and the damaged grain was elevated at the Superior.

* * *

Local grain shippers are of the opinion that Buffalo grain trade will not be affected by the grain embargo placed by the Baltimore & Ohio upon shipments to Baltimore. The B. & O. carries only a small amount of grain from Buffalo to Baltimore in a season, but shipments from Fairport on Lake Erie will be seriously affected, as that port handles most of the Lake grain for export purposes from Baltimore. The railway officials claim there is a congestion at Baltimore with more than 3,000 cars

at Locust Point terminals and in transit, with 1,500,000 bushels in elevators at the Atlantic seaboard port.

* * *

Danger of a strike of Lake seamen has been temporarily averted by action of the Lake Carriers' Association in increasing the wage of all Lake seamen and vessel workers below the station of licensed officer \$10 a month. No mention is made of the question of hours and the abolishment of the so-called Welfare Plan, which is considered the real bone of contention. The Association has intimated that a sort of bonus plan will be arranged for the licensed officers.

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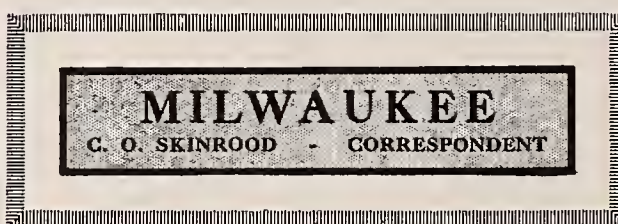
The New York Central Railroad has asked an estimate from John S. Metcalf Company, Ltd., of Chicago on duplicating the big elevator built by that company at Midland, Ont., upon a site in Oswego. Figures are now in the possession of the railroad company indicating it would cost about \$2,000,000. It is expected the elevator will be built.

* * *

The American steamer *Owego*, which for years has been engaged in the grain trade on the Great Lakes, was fired upon by a German submarine off the Isle of Wight on August 22. The ship has been engaged in the ocean trade since last March and on the trip she was fired upon she was bound for Rotterdam. A month previous she was fired upon 10 times in the Mediterranean.

* * *

Owing to the opposition by grain and elevator interests, the City Council has postponed the sale of the police tug *Grover Cleveland*. The tug was to be replaced by a number of small harbor launches for patrol purposes. Howard J. Smith, manager of the Exchange Elevator and leader of the movement to prevent the sale of the tug, declared local elevators need the protection of a large police tug and also needed the craft in winter to break the ice for the movement of vessels to and from the breakwater to elevators. Practically every elevator official in the city joined in the movement to thwart the sale of the boat.



WISCONSIN appears to have a wonderful crop of barley this year according to all reports. Last year there was not more than one car of barley that graded as high as No. 2 and five or six years ago there were many cars of barley that graded up to this standard. A. A. Breed, chief inspector of the Chamber of Commerce, says:

This seems to be the year when the choice barley is being marketed early. There are some cars of choice barley also coming from Minnesota, South Dakota and Iowa, but the bulk of these fine goods are coming from Wisconsin this season. Barley is plump and bright and of good quality, generally speaking.

Inspection shows that the oats is running very light this year. Oats coming are of desirable color for the most part. The weights are ranging from 26 to 32 pounds per bushel now, compared with 28 to 36 pounds per bushel a year ago when the bumper crop of oats was harvested in the Northwest. Receipts are much heavier at this season than they were a year ago with gains from Iowa, Minnesota and South Dakota.

Samples have come in showing the small shrunken wheat that has been raised in the Northwest this year, but as a matter of fact most of the wheat that has come to Milwaukee has been of the choice milling varieties because that is the only grade that can be moved here. Some of the poor wheat, however, weighed down as low as 42 pounds to the bushel and some of it was so poor, according to reports, that it was not even harvested.

The rye crop is sound and of good quality, but receipts are not running as large as a year ago when the crop proved to be a bumper.

New corn is expected as early as November 20 this year compared to early in December a year ago. The crop is far better than last year according to all the news that has come here from the west. There will be far more merchantable corn than a year ago and

there will be no repetition of the situation last year when all kinds of wet, mushy corn had to be sold simply because the crop failed to mature. This year some of the corn crop will be out of danger as early as September 10 and the great bulk of it ought to be safe by September 20 according to present indications. The warm weather will help to rush the maturity of the crop under the best of conditions.

* * *

Members of the Milwaukee Chamber of Commerce have taken a particular interest in a recent address by Senator Robert M. La Follette in Milwaukee to the effect that the middleman and the grain handler do not fulfill any real function in the business of the country. He says that the grain of the country "falls into the Chambers of Commerce and the Boards of Trade of the country" where farmers fail to get the proper weight and the proper prices. The senator is advocating the organization of the American Society of Equity by which the farmers can handle their own goods in the markets of the country and obtain the profit that goes to the middlemen at the present time.

* * *

The grain rate from the head of the Lakes has been holding around 4 cents per bushel. Late in August there was not very much traffic but there is expected to be a much heavier run of business for the month of September.

* * *

The Updike Grain Company which has a lease on the new Northwestern Elevator with a capacity of 1,500,000 bushels, has been trying out the machinery early in September and before October opens with the ensuing big fall grain trade, the business at this mammoth structure is expected to be in full swing.

* * *

Members of the Chamber of Commerce have been taking a very keen interest in the new Bill of Lading Law which passed Congress and was signed by the President just a short time ago. One expert who has studied the situation closely says:

The Bill is desired by Chambers of Commerce, railroad companies and various other commercial organizations for the reason that under the present system, with each state regulating the bill of lading, conflicts as to the law have arisen repeatedly and the value of the bill of lading as a document has been impaired. The present law, known as the Pomerene Bill, was passed by one house of Congress in 1912 and again in 1914. It was drafted by the commission on uniform legislation of the American Bar Association and has been adopted by 10 states. Its establishment by Congress will establish a uniform law for interstate commerce. It is hoped that the law will assist in putting bills of lading on a plane with warehouse receipts as a basis for loans. It will also make frauds with respect to bills of lading less likely to occur.

* * *

One of the events recently, most important to Wisconsin grain trade, was the burning of 320,000 bushels of oats and 30,000 bushels of rye when fire destroyed the Cargill Grain Company's elevator at Green Bay, Wis., valued at \$185,000. The total loss to the concern was \$345,000 which was all covered by insurance. The cause of the fire has not been determined as yet.

* * *

The second cargo of its kind to be brought to the port of Milwaukee this season was that of the steamer *American* which arrived with 71,000 bushels of flaxseed. The seed was shipped from the Empire Grain Company of Port Arthur, Canada, to the William O. Goodrich Company of Milwaukee. The entire cargo is worth approximately \$150,000. The work of crushing this cargo of flax is expected to yield about 4,000 barrels of linseed oil. The Goodrich concern received a similar but smaller cargo a few weeks ago from the Canadian market. Because of the great scarcity of flaxseed this year, the Goodrich Company has been compelled to buy many carloads of seed in South America this season.

* * *

Milwaukee traffic experts are going to oppose any attempt to raise freights because of the 8-hour day which was recently granted to railroad employees by action of Congress. This attitude of opposition is expected to be taken by shippers of the country according to Frank Barry of the Merchants and

Manufacturers' Association and George A. Schroeder, traffic expert of the Chamber of Commerce.

Mr. Schroeder said that a freight increase such as that proposed would place a very large burden on the shippers which would necessitate an entire readjustment of business.

* * *

The Milwaukee market is unusually well prepared to handle a large run of grain this season, according to officials of the Chamber of Commerce, because of the larger number of elevators that are running, and because of the fact that there are more buyers of grain at Milwaukee than ever before. There is also an increased malting capacity here which helps to enlarge the market for grain. The new elevator capacity includes the new Northwestern Elevator with an added capacity of 1,500,000 bushels and the increased room in Elevator "E" of the Milwaukee road by the addition of concrete storage tanks holding 600,000 bushels. Grain dealers assert that this will be the biggest grain year that Milwaukee has ever had. Record receipts are looked for during the fall and winter.

* * *

The E. P. Bacon Company has issued an authoritative crop report in the state on barley, their material being drawn from 500 reliable correspondents. A detailed report on yield and acreage and quality of grain is given for all the principal barley states tributary to the market at Milwaukee.

* * *

A serious car shortage is looked for at Milwaukee according to the most competent traffic men. This shortage is expected to become acute a little later in the fall. Various firms and shipping organizations have become interested in the matter and issued warnings to shippers to make the very best possible use of their cars so that the shortage can be forestalled as far as possible.

* * *

Milwaukee is expected to have a large delegation at the Grain Dealers' National Association meeting in Baltimore in the last week in September. Among those expected to go from this city are Secretary H. A. Plumb, A. K. Taylor and the Chief Inspector of the Chamber A. A. Breed. A number of other grain men of Milwaukee are also expected to attend.

* * *

Memberships in the Chamber of Commerce have sold as high as \$350 recently, compared with \$190 not so long ago. Grain men predict that the price of seats in the local Chamber will gradually rise as Milwaukee is a growing grain market and because the number of seats available here is gradually being reduced by cancellation and retirement.

* * *

Milwaukee grain men are enthusiastic about the prospects for grain business under the new uniform grain grading law. W. P. Bishop says:

This is just a move for uniformity in grain grading. For years there have been complaints by exporters of grain. Grain graded in Milwaukee, for instance, was found to give dissatisfaction in inspection when it reached the foreign buyer. The difficulty was that the grain had been tampered with and mixed with inferior grains on the seaboard.

The new plan is to have uniform grading of all grains over the country by having uniform supervision of the inspection system. As long as the Department of Agriculture at Washington licenses the inspectors it is safe to say that the inspection will be made in strict accord with the Federal standards. Otherwise the license of the inspector will be revoked. This will standardize the grain trade over the whole United States and will aid domestic trade as well as exporting. Grain men all over the country have been waiting for this progressive step for many years.

Secretary Plumb points to the fact that no grain or seeds can enter interstate trade, according to the new law, unless it has been inspected and graded by a licensed inspector. He also points to the fact that the secretary of agriculture is empowered to decide all questions regarding contests in grain inspection.

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The P. C. Kamm Company and the Lyman-Joseph Grain Company are making a number of repairs and improvements to their grain plants.

CINCINNATI

K. C. CRAIN - - - CORRESPONDENT

CHANGES are being made, and in some cases have been completed, in the quarters of the Cincinnati Chamber of Commerce which have marked off more definitely than heretofore the spaces assigned to various interests. The Grain and Hay Exchange is finally to have partitioned off on the trading floor, the space which it has always used, and for which exclusive use it agreed at the beginning of the year to pay \$2,000 a year. A railing to exclude unauthorized persons from the use of the grain floor is being constructed.

Action in this connection is understood to have been hastened by the Chamber, in connection with other improvements started, by the stand of a prominent grain house, which pointed out that unless adequate and exclusive trading accommodations could be granted to the Exchange, it would have to seek other quarters, and withdraw from its connection with the Chamber. The Grain and Hay Inspection Bureau will be taken care of in the Exchange space, as an integral part of the Exchange. The Produce Exchange has also been awarded separate and exclusive quarters on the trading floor, making a demand for this following the rearrangement of the Grain Exchange quarters.

Although there have been many protests from members outside of the Exchange against the placing of railings on the floor of the big trading hall on the second floor, it is felt that the new arrangement will win general approval when its utility and practicality are seen, and it goes without saying that active traders in all lines are more than glad to have their own exclusive facilities. "It will go far toward making Cincinnati a real market, as it should be, instead of resembling a court-day street trading crowd," said a prominent grain man, referring to the change.

* * *

The Grain and Hay Exchange hopes to have the honor of entertaining Lee G. Metcalf of Springfield, Ill., president of the Grain Dealers' National Association, an invitation having been extended to him to stop en Cincinnati enroute to the annual convention to be held in Baltimore, September 25-27. H. M. Brouse extended the invitation while at Chicago, in attendance as a member of the Executive Committee of the Council of Grain Exchanges. He presented to the Committee the plan originated in Cincinnati for a National Credit Rating Bureau, which is to be taken up for discussion at the next meeting of the Council in January. It may also be considered by the trade as a whole at the coming Baltimore Convention.

* * *

Grain men were much in evidence at the recent annual outing of the Cincinnati Chamber of Commerce, which was held at Coney Island with thousands in attendance, and with a highly entertaining program of athletic events to amuse the crowd. A victory in which members of the trade took much pride was that by which Harry Howard, a grain dealer of Gano, Ohio, well known to the local trade, acquired a specially-constructed suit of overalls, size 80, and a pair of No. 24 shoes. These were made to be presented to the man at the outing who could come nearest to wearing them as good fits, and as Mr. Howard, eagerly seized upon by the grain men as their champion, had to turn up the overall trousers only an inch, he was awarded the mastodonic outfit. The shoes did not fit quite so snugly. Mr. Howard is 6 feet 4 inches tall, weighs 275 pounds, is 45 inches at the waist and 50 inches around the chest.

* * *

Inspection by Deputy State Sealer of Weights and Measures John M. Mote, of Ohio, of carload grain scales used in Cincinnati, has not revealed any inaccuracies of note, it is understood, and it is

believed that the discrepancies in weights which have been reported by a few shippers may have been due to clerical errors or to incorrect weights at the points of shipment. Weighing in Cincinnati has always been carefully conducted on tested scales by official weighers, without interest in shipments, and no inaccuracies due to incorrect scales were expected to be found.

* * *

A. C. Gale, formerly a member of the old grain firm of Gale Bros. & Co., has organized the A. C. Gale Grain Company, to handle a general grain business in Cincinnati. The company is capitalized at \$10,000, and besides Mr. Gale, the incorporators include Murray Eisfelder, Leo G. Broering, M. L. Knemoeller and G. J. Fredericks, Jr.

* * *

The comparative absence of infection from Hessian fly and other pests this year, in Ohio, has caused the entomologists of the Ohio Experiment Station at Wooster to advise farmers that wheat may be seeded at the usual time this fall, without serious danger. In many previous seasons sowing in the fall was attended by grave risk from insect pests in the seed, especially before the state began to give assistance in this respect. Late sowing has been the rule, to avoid infection, as the fly is not usually dangerous after October 1. Early sowing may be expected this year, however, in view of the good news referred to, and a heavy acreage is bound to be planted, as the price of wheat will bring every possible acre into cultivation.

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The Swanton Milling & Elevator Company has been incorporated at Swanton, Ohio, with a capital stock of \$25,000, by Edward Fauble, A. D. Baker, J. E. Robasser, J. F. Sunday and Charles Jacquot. The company will handle a general grain and feed business.

KANSAS CITY

B. S. BROWN - - - CORRESPONDENT

KANSAS CITY "busted the record wide open" on wheat receipts during August, the arrivals being 13,543,200 bushels, against 13,080,150 in 1914, and slightly over 10,000,000 in 1912, those being the closest recent years. In 1915 the wheat receipts were only 5,784,750 bushels. No. 2 hard wheat sold up to \$1.56, close to the record, and soft wheat went to \$1.61, the highest since 1877. Corn arrivals were 1,226,250 bushels, not particularly large except in view of the high ruling prices. Oats receipts were 788,800 bushels—about an average. Corn and oats came from states to the north.

The elevator stocks of wheat in Kansas City reached their highest point in August, and early in September approached closely to 12,000,000 bushels. The capacity of Kansas City elevators has been very largely increased in the past three years, and the supply scarcely more than half fills them. The present capacity is in excess of 22,000,000 bushels.

Oldtimers had something to talk about in the rapid fire of quotations in the speculative market on September 1. Figures posted were often as much as half a cent out of line.

Stocks of corn and oats in Kansas City elevators are into the hundreds of thousands of bushels, where they were in the 50,000 class this time last year.

* * *

The Board of Trade celebrated with the old soldiers during the G. A. R. Encampment; the building was decorated, and as many as could do so watched the parade. Secretary E. D. Bigelow, who was a member of the Fortieth Massachusetts in the war, marched in the parade.

An uncle of F. C. Hoose, a member of the Board of Trade, was expected in Kansas City for the En-

campment, and he was promising to bring him to the Board, to meet his friends. The uncle, Charles H. Blinn, of San Francisco, was 75 years old, and Mr. Hoose had been bragging on how brisk he was, and declaring that he would march as sprightly as any of them. Mr. Hoose was keenly disappointed, however, when Mr. Blinn failed to show up. It was known that he had been married two years ago, his wife being 40 years old, and Mr. Hoose was confident that, whether he was ill or not, he was in good hands. A belated telegram announcing the reason for the uncle's failure to arrive, reassured Mr. Hoose. A girl baby had been born to Mr. and Mrs. Blinn.

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Considerable wheat is being received via boat line in Kansas City, although the volume is not sufficient to cause a feeling of security for that means of transportation in case of a rail tieup.

* * *

The Kansas City Board of Trade has intervened before the Interstate Commerce Commission in the complaint of the Omaha Grain Exchange with reference to rates on grain from Omaha and Council Bluffs to the Southwest.

* * *

S. C. Salmon, associate professor of Farm Crops in the Kansas State Agricultural College, has issued a warning to Kansas wheat growers against yielding to the temptation to sow soft wheat. It is said that several farmers are turning to the soft variety, because of the success of it the past two years, and the usual high level of prices for it. Professor Salmon is pointing out that hard wheat is greatly more reliable, and brings a higher average price—especially it brings the price when there is wheat, whereas the soft wheat brings high levels when the crop is short.

* * *

C. G. Benton, for many years a member of the Kansas City Board of Trade, head of the Benton Grain Company, died September 19 while climbing a mountain near Tolland, Colo. He is survived also by a son, Herbert Benton, who was a member of the firm and is continuing the business. Mr. Benton was 61 years old. He was born at Pleasant View, Ill., practiced law at Santa Fe, Kan., came to Kansas City 25 years ago, to go with the Peavey Grain Company, later opening for himself.

* * *

L. D. Schaub, for 12 years with B. C. Christopher & Co., is now with the Mensendieck Grain Company.

* * *

"The heavy movement is over in the Southwest," said B. C. Christopher, Jr., of B. C. Christopher & Co. "One traveler reported that he saw not a single wagonload of what in a day's travel around Beloit and Cawker City. It is estimated that 40 per cent of the Nebraska and Kansas wheat has been moved. It seems that the crop is shorter than it had been figured."

* * *

F. W. Lake of the Hall-Baker Grain Company was recently elected to membership in the Kansas City Board of Trade. This makes seven memberships held in the names of persons connected with this company. The membership represents a cost of \$8,000, or \$250 more than the previous transfer. It formerly was held by C. W. Smith of the Smith-Vincent Grain Company of St. Louis, Mo., who is retiring from the grain business at Kansas City.

* * *

Some of the grain men attribute the sharp diminution in shipments early in September partly to the embargo put on by some roads, and the fear of the threatened strike. Shippers were scared for awhile. Kansas City men prepared as far as possible for a strike—though that was an excess of precaution, as they admit, since they had hunches that there would be no serious interference with the movement of freight.

The John H. Lynds Mill & Elevator Company of White Cloud, Kan., completed late in August its sale of elevators and mills, and is now entirely out of the grain business. It has many other in-

terests, however, which will keep the company active. Fourteen elevators have been sold, the last one, at Severance, Kan., going to R. J. Martin of Kansas City. John H. Lynds, the head of the company, had been in the business 40 years. More than 30 years ago he became associated with Howard A. Vanderslice, the latter being president, and Mr. Lynds, vice-president, of the Vanderslice-Lynds Mercantile Company, of the Kansas City Board of Trade. Mr. Lynds came to Kansas City 10 years ago. "I am trying to retire," said Mr. Lynds.

* * *

A feature of the trade in wheat for soft-wheat millers that is the subject of much speculation, is the movement of Pacific Coast wheat, which it is said has been used by soft-wheat millers. The Terminal Elevators received September 7 four cars of Pacific Coast wheat, some of which graded No. 3, some No. 4 smutty. Last year was the first that this distant wheat moved in any quantities, and it still remains to be seen how strong a demand there will be for it in this district.

* * *

A new elevator of the Kansas Grain Company was opened August 21 at Williams, Kan. Forty teams were waiting with wheat. By noon the elevator was full, and 26 loads of wheat had been turned away.

* * *

The Calvert & Beven Elevator at Muscotah, Kan., was struck by lightning August 14, and burned. It contained 6,000 bushels of wheat, 3,000 bushels of oats and 400 bushels of corn.

* * *

W. A. Blair, president of a milling company at Atchison, Kan., did the square thing—and perhaps a little more—a few weeks ago, when a farmer was unloading wheat into his elevator. C. R. Roundry had sold the wheat to Mr. Blair for \$1.30; while he was unloading, Mr. Blair came and told him that wheat had advanced 5 cents, and that the price would be on the new basis.

NEW YORK
C. K. TRAFTON - CORRESPONDENT

RECENT developments in wheat markets, and notably the steady advances in prices, make it seem quite evident that buying agents for Great Britain and France have become the victims of what might be termed a boomerang, and at the same time the frowns which had settled on the faces of domestic grain handlers at the beginning of the season have been changed to smiles. In short, members of the grain trade on the New York Produce Exchange, as well as in other markets, were at the outset inclined to resent the attitude of the foreign agents who, it was claimed, had asserted their determination to buy nothing of importance unless it could be obtained at materially lower prices. Evidently they imagined that the American farmers and elevator owners, as well as the millers, were nonentities, and were compelled to accept any prices they chose to offer. Now the domestic grain handlers have been in a position to smile somewhat derisively at the foreign buyer. Those who refused to pay \$1.19 for No. 1 Northern and \$1.13 for No. 2 red in July have since been compelled to pay nearly \$1.82 and \$1.65 for those grades.

Deterioration in crops all over the world have made them realize that they are by no means as independent of North America as they had fondly imagined. The latest crop report from Washington, indicating that we will harvest less wheat than we need for domestic use as food and seed, coupled with the great shortage in Canada, has opened their eyes to the true facts of the case. This is especially applicable to British agents who have bought sparingly since the beginning of the season, and have since been forced to witness the spectacle of Con-

tinental buyers receiving large quantities of wheat bought at prices that at the present time look remarkably cheap.

Following the publication of the bullish Government report in August (which has since been fully corroborated by the even more bullish September report) much adverse criticism was provoked among members of the local grain trade because Government officials were alleged to have asserted: "Wheat Supplies Are Ample." Under the circumstances, with which all well informed dealers are thoroughly familiar, the idea was expressed that such an assertion was not only foolish, but more or less dangerous as well. Apparently the alleged statement was based on the belief that we would harvest about 30,000,000 bushels more than we need for food and seed, and that we had carried over on July 1 about 100,000,000 bushels more than usual. Of course, to superficial observers this seemed to show that we had an exportable surplus of roundly 130,000,000 bushels. To well-posted traders, however, the fallacy of the claim, by many millions of bushels, is readily apparent.

In the first place, it was claimed that we would harvest less than our annual requirements, and the September official report indicates a shortage of roundly 15,000,000 bushels. In the second place, so far as the carry-over is concerned, we must not lose sight of the fact that a large part of the winter wheat crop of 1915, i. e., 146,000,000 bushels, was officially reported as unfit for milling, and no doubt much of this quantity was embraced in the carry-over. With the present crop short of our own requirements and so much poor trash included in the surplus carried over, it surely seems foolish to advertise to the world that we will be able to spare anything of moment for export. It is also dangerous to domestic consumers because it encourages a belief in lower prices later on and therefore drives away buyers who will doubtless be forced to pay higher prices ultimately.

* * *

Charles T. Mallette, formerly connected with the New York office of the recently dissolved firm of Keusch & Schwartz Company, Inc., but now engaged in a similar capacity with the local office of A. O. Slaughter & Co., has been elected to membership in the New York Produce Exchange.

* * *

Roy L. Ellerton, at one time a partner in the grain brokerage firm of Morey & Ellerton, recently dissolved, returned from his vacation in Canada recently, and has gone into the grain business on his own account with a membership on the Produce Exchange.

* * *

Rowland R. McRoberts, connected with the New York office of the big grain house of James Caruthers & Co., Ltd., with offices also in Montreal and Winnipeg, has been elected to membership in the Produce Exchange.

* * *

Paul Goldstein, associated with the newly organized firm of Keusch Grain Co., Inc., has been elected to membership in the Produce Exchange.

* * *

The many old friends of Thomas J. O'Neill, active for many years in grain circles, regretted to learn last month that his firm, T. J. O'Neill & Co., had been posted on the bulletin boards of the New York Produce Exchange as being unable to meet obligations. This embarrassment was brought about, it was said, by the sensational advance in the cottonseed oil market following the publication of the unprecedentedly low cotton crop condition (61.2), by the Department of Agriculture. It was said that the sum involved in the failure did not exceed \$10,000, and the market was not affected to any noticeable extent.

Wm. B. Fritz, who has been associated with Mr. O'Neill as a floor broker for a number of years, announced subsequently that he was no longer connected with T. J. O'Neill & Co., and still later he became identified with the old stock and grain commission house of Maguire & Jenkins, which has been in business for many years.



POLITICAL HANDICAP

The National Committee has not called for a political convention as yet, because of the situation in the corn crop. At present our chief staple has no other settlement than Corn Creek, Ky., while the city of Rye, N. Y., counts more than 13,000 inhabitants, and there are Ryes in New Hampshire, Ohio and Pennsylvania.

SHAKESPEARE TO CERES

Ceres, most beauteous lady, thy rich leas
Of wheat, rye, barley, vetches, oats and pease;
Thy turfy mountains, where live nibbling sheep,
And flat meads thatched with stover, them to keep.

THE GLEANER AND GLEANER FAMILIES

The following history is recorded, concerning the grandmother of David the Psalmist, in the Book of Ruth, coming next after Judges in the Old Testament.

A great famine prevailed and Elimelech was driven with Naomi, his wife, into Moab.

When the harvests returned to Palestine, the widowed Naomi determined to leave Moab, and she offered her daughters-in-law their freedom. And Ruth said, "Entreat me not to leave thee, or to return from following after thee, for whither thou goest, I will go; and where thou lodgest, I will lodge; thy people shall be my people, and thy God, my God; where thou diest, will I die, and there will I be buried. The Lord do so to me, and more also, if aught but death part thee and me."

And they came to Bethlehem in the beginning of barley harvest, and found Boaz, a mighty man and distant relative, at work in the fields. The reapers had already allowed Ruth to glean. Not only that, but now the great lord was so well pleased that he instructed the reapers to make her gleanings rich, and this they did. For the field had been her father's, and Ruth was exceeding fat.

The field of Elimelech, the father, was publicly sold to Boaz, and the marriage of Boaz and Ruth was celebrated with much joy in Bethlehem.

Thus did the faithful Ruth restore good fortune to Naomi.

AGAINST COCKTAILS

Well, sir, our schooner got froze in at Mackinaw and there came on the coldest winter I ever did see—twenty below most all the time. In January Bill died, and there we were. It would be sure heathenish to drive Bill into the earth with a pile-driver, so we got a puncheon or big bar'l, filled it with good straight whisky, put in Bill, and sealed him up. In the spring there was Bill, as pretty as y'ever see, and when we sailed into Chicago his relatives were mighty grateful to us.

Now, son, speaking of cocktails, suppose we had added a dozen lemons and a half-dozen pounds of sugar—why, there wouldn't have been two bones of Bill together by spring—no, sir, not two bones of old Bill.

THE FATHER OF WHEAT

Included in Col. Fabyan's researches is, we are told, a quest for the father of wheat, the origin of the grain being lost in the well known mists of antiquity. Has it occurred to Col. Fabyan that the father of this founding wheat is very likely Wild Oats?—B. L. T., in *Chicago Tribune*.

TIME FOR THE TOAST

Toastmaster (to Chairman of public dinner)—Would you like to propose your toast now, my lord, or should we let 'em enjoy themselves a bit longer?

"SUIN' THE OLD MAN."

[Major Randolph Gore Hampton.]

The other evening Colonel Cuthbert Calhoun, a lineal descendant of the great S. C. stalwart, was up playing poker in our place, and I got right well acquainted with him. He hails from near Mobile, and it was his father that got into a fight before the war over a game of cards, and when the colored boys went to drag him out of the house, after he'd licked the two men that was cheatin', he shot three of 'em, and then set fire to the hotel, and it being a frame buildin' it

was burned to the ground. I remember as a young fellow what a trouble they had to keep the Grand Jury from suing the old man.

BREAD IN OLD LONDON
VI.

The profits of the bakers (writes Robert Chambers) were strictly a matter for legislative enactment. A general regulation was in force from the days of King John until the reign of Edward I., if not later, throughout England (the city of London, perhaps, excepted), that the profit of the baker on each quarter (four bushels) of wheat was to be, for his own labor, three pence and such bran as might be sifted from the meal; and that he was to add to the prime cost of the wheat, for fuel and wear of the oven, the price of two loaves; for the services of three men he was to add to the price of the bread three half-pence; and for two boys one farthing; for the expenses attending the seal, one half-penny; for yeast, one half-penny; for wood three pence; and for wear and tear of the bolter, or bolting sieve, one half-penny.

THE CELEBRATED LETTER TO MR. COHEN

Mr. Cohen:—We haf received your bill of expenses and it is terrible—and there are few ordhers. Mr. Cohen, what we vant is ordhers. You haf horse and buggy, dollar sefenty. Vere is the horse, or de buggy? What we vant is ordhers. You haf billiards a dollar. We are not buying billiards. What we vant, Mr. Cohen, is ordhers.

We sent you by dis express a line of nofeties that have been in our stock feefteen year, and we sent some very fine seegars, dollar ten de tousand, and some more seegars, not so fine. And my brother-in-law and partner says you can take a train at Springfield and reach Columbus, and you don't need to buy no more sleeping cars for date. And Ikey Flersheim, my partner's brother-in-law, runs the biggest store in Columbus. See him, and stick him for the nofeties. And what ve vant, my dear Mr. Cohen, is ordhers. Yours truly,
S. ROSENHEIM.

P. S.—My partner says dat you shall gif none of de fine seegars to Ikey.

P. S.—Mr. Cohen, what we vant is ordhers. S. R.

JACINTO'S SNAKE

As we dimly recollect it, Alfred Henry Lewis related this history (or some such) in *Everybody's* some 10 years ago:

Jacinto lived in a shack by himself, with only a bull snake for companion. This serpent was not surprisingly long, but it was prodigiously large, and dangerous-looking. It loved Jacinto; when it wasn't kissing his face, it was lapping at his boots, and it did about half the chores—made the bed, wiped the dishes, and so on. The relations between the Greaser and that snake grew very tender, and everybody who dared go near enough to see, thought it looked mighty pretty.

So things were on this footing when the circus came to town, and those rascallions, of course, soon heard of the big snake, and they came to see it while the folks were busy at the morning chores. So they offered Jacinto \$500 for his snake, and Jacinto had out his knife so quick that they ran out of the building. You see it was the deepest insult of his life, to be offered money to betray his friend.

But them devils didn't mean to leave town without the snake—no, sir. So, one day, while Jacinto was at work, they went to the cabin, woke the snake up, and gave him some love mixture of their own. That must have made him love them good, and plenty, for he trailed 'em clear down to the tracks and aboard the baggage car, where they gave that snake the biggest feed y'ever see'. As she stretched out to sleep, the train pulled away, and had gone many miles when it awoke. It supposed its cabin was moving, and looked around to see Jacinto and learn the cause. Not seeing him he started down the train to find his friend, and nobody stopped him. As he reached the middle of the train it was coming around a great curve, and the strain was so great that it parted into two sections. It happened that the snake was between the two cars in the break. It lost no time in fastening its tail

around a brake-post, and his neck around the other, and thus he held the train together until it could stop.

But the thieves were forced thereafter to exhibit their bull snake as a boa constrictor.

AN ECHO FROM 1855

On the distant prairie, when the days were long,
Tripping like a fairy, sweet her song—
Everyone who knew her felt the gentle power
Of Rosalie the prairie flower.

A PUZZLE FOR FRENCHMEN

Mrs. Thicknesse, an English author, undertook to construct a letter, every word of which should be French, yet no Frenchman should be able to read it; while any Englishman should decipher it with ease. Following is the letter:

"Pre, dire sistre, comme an se us. Pas the de here if yeux canne. Chat to mi dame, and dine here. Yeux mai go to the faire if yeux plaise. Yeux may have fiche, mutin, porc, buter, foule, hair, fruit, pigeon, olives forure diner, an excellent té, café, port vin, an liqueur. Tel ure Bette tu comme; an Ile go tu the faire an visite the Baron. But, if yeux comme tu us, Ile go tu ure house an se oncle, an se hou he dos; for mi dame se he hase bine il; but deux comme. Mi dire, yeux comme by here, yeux nou. If yeux louve musique, yeux mai have the harp, lutte, or viol here. Adieu, mi dire sistre."

HOW DID HE DO IT?

They thought more of the Legion of Honor in the time of the First Napoleon than they do now (said the French story teller). The Emperor one day met an old one-armed veteran."

How did you lose your arm?

Sire, at Austerlitz.

And were you not decorated?

No, sire.

Then here is my own cross for you; I make you chevalier.

Your majesty makes me chevalier because I have lost one arm. What would your majesty have done had I lost both arms?

Oh, in that case I should have made you officer of the Legion.

Whereupon the old soldier immediately drew his sword and cut off his remaining arm.

THE GREAT CONVENTION

Preparations for the Ecumenical Council of the Grain Families proceed rapidly. A corn palace will be erected to seat 10,000 people. Notice of apportionment will be sent later. The wheat family will be in the chief places.

TIME ROLLED ON—BUT!

Bill was in the habit of running away. His mother was in the habit of sending a posse of neighbors after him to drag him home, where he was fed and duly punished. But the punishment did no good, and at last his mother determined on a radical change of policy. Bill had been too much of a hero. He liked it. So he ran away again, and kept well out of sight of all possible posses until it was time for a posse to come. But there was no posse in sight—nobody was frantically inquiring for Bill, on his poor mother's account, as before. He went sorrowfully around the lake, and down the creek to the sprinkling baths, where he watched the men and went without his dinner, through an awful noon. In the afternoon he established zones nearer to the house, so he would get caught sure. But there were no posses.

As evening's shade began to fall over his home, Bill came in by the back gate, stopped at the woodpile, and loaded with all the fuel his starved frame could bear. His mother was cooking the evening meal as he came in. He filled the wood box, and sat down. No one spoke to him. It seems he was no hero at all. The house cat slept soundly in a warm place. Yes, the cat. If there was going to be anything said, Bill must say it. He cleared his throat: "Mamma," he said, "I see we have got the same old cat!"

OBEYING EVERYONE

Little Brother (pounding on door of bath room)—You let me in!

Little Sister—I dassent let you in, 'cause Aunt Meyer says you mustn't see me in my night gown.

Little Brother—You let me in, or I'll break down the door (pounding).

Little Sister—Wait! Wait! Wait till I can get it off, can't you? There! Now you can come in.

LINCOLN STORY

Abraham Lincoln was defending a client who had killed a dangerous dog. The client was on the stand, and testified that he was passing the premises of the dog's owner when the dog came furiously toward him. He had a pitch fork in his hand, and with that he warded off the attack but killed the dog. "Why didn't you go at the dog with the other end of the pitchfork?" asked the opposing lawyer. "Why didn't the dog come at my client with his other end?" asked old Abe.

COURT DECISIONS

Responsibility for Fire in Leased Elevator.

(Minnesota Supreme Court.) A common carrier demised a grain elevator and other property to an elevator company. The lease contained a provision that the carrier should not be liable to the elevator company for loss of grain caused by fire communicated from the elevator company's elevator or buildings to such grain while in the possession of the carrier within 100 feet of such elevator or buildings, even though a shipping receipt for the grain had been issued to the elevator company. *Held*, that this stipulation in the lease does not relieve the carrier from liability for loss resulting from its own negligence.—*Millers' Nat. Ins. Co. v. Minneapolis, St. P. & S. S. M. Ry. Co.*, 156 N. W., 117.

A Question for the Jury.

(Massachusetts Supreme Judicial Court.) Where perishable goods, in good condition when loaded, were kept in a closed car 14 days after arrival before notice to the plaintiff, there being a local custom that shipper should be notified within 48 hours after arrival of car if delivery could not be made. *Held*, that the jury could find that the resulting loss was caused by the defendant railroad company's negligence.—*South Deerfield Onion Storage Co. v. New York, N. H. & H. R. Co.* (111 N. E., 367).

Reasonable Time to Rebuild Must Be Given.

(Nebraska Supreme Court.) When a contract, under which the title to an elevator site was conveyed to a grain dealer for the erection of an elevator, contains the provision that, "in case the elevator burns or is otherwise destroyed," grantee "will rebuild the same within a reasonable time, or failing to thus rebuild, reconvey the real estate" to the grantor, the title of the grantee cannot be forfeited for not rebuilding, until the lapse of a reasonable time after the destruction of the elevator.—*Nye-Schneider-Fowler Grain Co. v. Hopkins* (155 N. W., 1097).

An Incomplete Contract.

(Indiana Appellate Court.) On February 1 defendant wrote plaintiff asking for his best offer on 15,000 bushels of corn. On March 22 plaintiff wrote: "Referring to conversation had to-day with you over the phone, we are pleased to confirm the purchase from you of ten thousand bushels white corn" at 50 cents a bushel, plaintiff to furnish a man to weigh the corn, and their Mr. W. to examine it before it was loaded. On March 25 defendant wrote plaintiff, asking plaintiff to have their Mr. W. "come down as soon as weather will permit, as we want to load this corn." *Held*, that, as the letter of March 22 did not refer to the letter of February 1 but to a conversation over the telephone, and as the letter of March 25 made no reference to the letter of March 22, there was no sufficient writing to satisfy the statute of frauds, as the writings, unaided by parol evidence, were insufficient to show the terms of the alleged sale or to warrant the inference that the minds of the contracting parties ever met upon the terms proposed in plaintiff's letter.

Where it is sought to enforce a contract required to be in writing by the statute of frauds against a party who has not signed any memorandum containing the essential elements of the contract, but has signed another writing in which it is claimed such reference is made to the instrument containing the terms of the contract as to amount to an acceptance of such terms, the signed memorandum must contain a definite reference to such other writing, and so identify it as to make its provisions a part of the signed memorandum or instrument relied on.—*Graham v. Henderson Elevator Co.* (111 N. E., 332).

Hay Inspector's Testimony in Error.

(Arkansas Supreme Court.) Defendant wrote plaintiff, a dealer at Little Rock, concerning a sale of alfalfa hay on his ranch near C. in Nebraska, that the manager at the ranch had wired him that there were "600 tons first and second cutting, good quality, 400 tons third cutting containing a little grass, good quality, 100 tons fourth cutting, very choice," that he would sell the entire stock on hand for \$11 a ton and \$12 for all hay that, according to official inspection, would meet that price, that ship-

ping orders might be sent to the manager, and that the only stipulation he would make was that plaintiff should order the hay out before the spring work began, which generally commenced during the month of March. Plaintiff wrote defendant, stating that he thought he would be able to handle the whole lot by the first of March, but would like to have a little more time to work on the deal, that the price was \$11 for No. 1 grade and \$12 for choice, and that he would like defendant to instruct the ranch manager not to ship anything he did not think would grade No. 1 or better. *Held* that, in an action involving this transaction, it was error to permit an inspector of hay for the Little Rock market to testify concerning what was meant by "very choice hay" and that "good quality" meant about No. 1, that this would be a coarser stem than choice hay, dull green in color, but sound and pure and not mixed with other grasses, as it was apparent that the words "good quality" were used in their ordinary sense and not as meaning grade No. 1 in the Little Rock market, and the court should have construed the contract and declared its terms and meaning to the jury, especially where, so far as appeared, the ranch manager had never been at Little Rock and knew nothing whatever about the inspection and grading of hay there.—*Allen v. Nothern* (180 S. W. 465).

Negligence Annuls Law of Liability.

(Arkansas Supreme Court.) Laws 1914, p. 336, imposes an absolute liability on railroads for damage on account of fire caused by the operation of their trains, regardless of the negligence of their employees.

Gross negligence of the owner of property amounting to fraud is a defense to an action against a railroad for the destruction of property from fire from the operation of its trains.—*Union Seed Fertilizer Co. v. St. Louis, I. M. & S. Ry. Co.* (181 S. W. 898).

Cars Must Be Furnished on Verbal Order.

(Missouri Court of Appeals.) Rev. St. 1909, § 3108, provides that every railroad upon the written application of any shipper must furnish cars, and that for failure to do so the company shall pay the shipper \$1 a day for each car. Section 3116 declares that Section 3108 is a supplemental law, not intended to repeal, modify, or affect any law concerning the shipment of freight, or any other law concerning common carriers, unless in direct conflict therewith. Shippers made verbal demand for cars upon defendant railroad, which were not

furnished, and sued. *Held*, that they could recover for breach of the road's common-law duty to furnish cars, since Section 3116 kept alive their common-law right of action in the absence of direct conflict in Section 3108 with the common law, which was not the case, as such section merely prescribes, in addition to the common-law measure of damages, a penalty for failure to furnish cars when the application therefor has been in writing.—*Raper v. Lusk* (181 S. W. 1032).

Elevator Liable for Delivery Storage Ticket to Wrong Party.

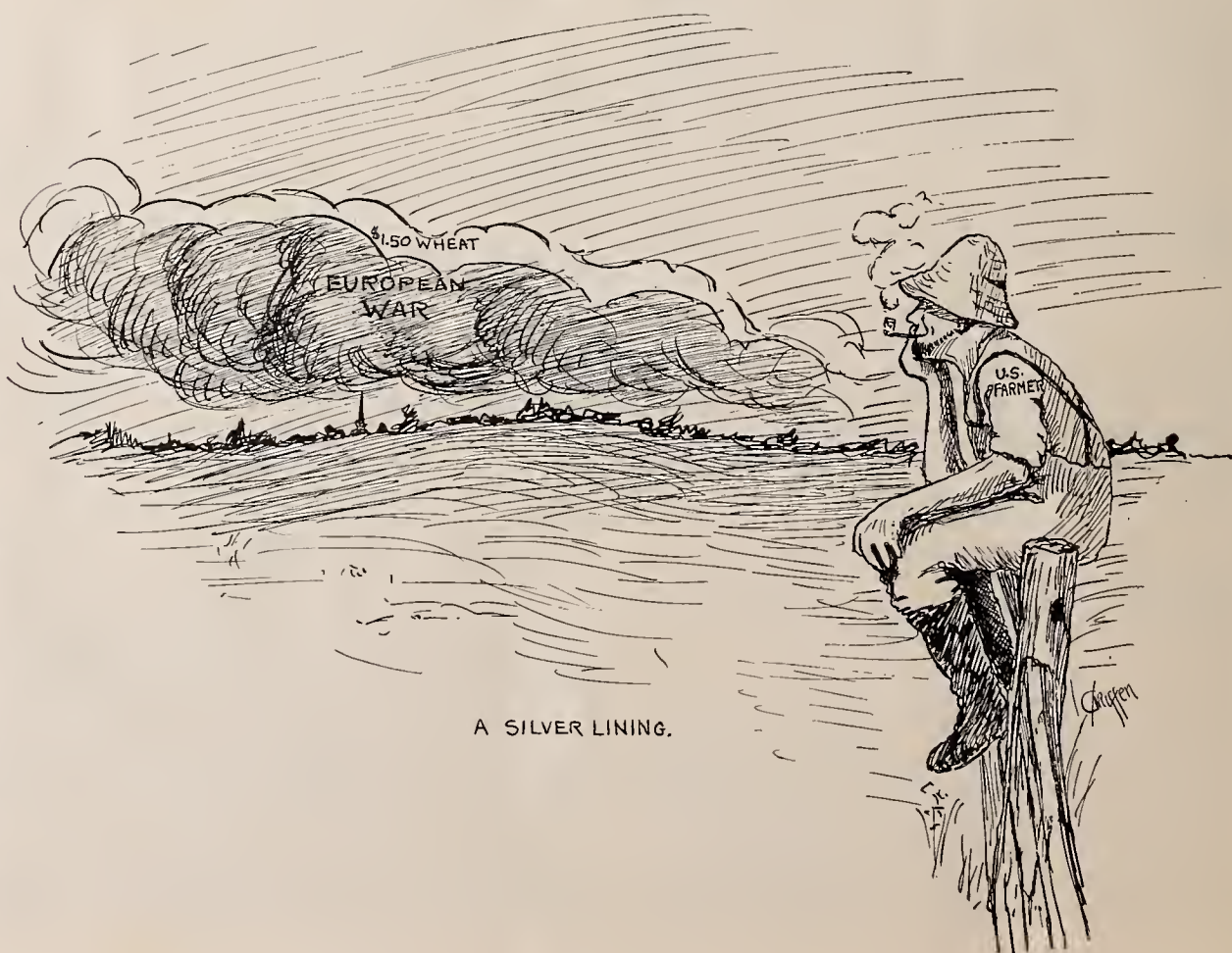
(South Dakota Supreme Court.) A warehouseman, after notice from the owner of land that his tenant would deliver grain for which storage tickets should be issued to the owner, delivered a cash ticket for the grain to an employee of the tenant, who converted the proceeds to his own use after forging the owner's name. *Held*, that the warehouseman, being unable to return the grain, was liable to the owner for its value, since the employee was not a subagent of the owner under Civ. Code, § 1476, defining the status of a servant, and section 1656, defining an "agent" as one who represents another in dealings with third persons, and since also the warehouseman had notice of the facts, and that the landowner was entitled to the ticket.—*Johnson v. Geo. C. Bagley Elevator Co.*, (156 N. W. 76).

A Question for Jury.

(Minnesota) In an action for the conversion of wheat stored, *held*, that whether the plaintiff owner consented that the defendant elevator company should pay the cropper, instead of plaintiff, for the wheat, and whether plaintiff accepted a personal promise of defendant's agent to retain a certain amount in lieu of his security in the wheat, were for the jury.—*Lynch v. Monarch Elevator Co.* (153 N. W. 597).

Under a cropping contract the title of all crops raised was in plaintiff, the owner of the farm, until the cropper had performed the contract, which included certain plowing after harvest and working out a road tax. Certain wheat raised under this contract was delivered to defendant after it had actual and constructive notice of plaintiff's rights therein to the extent of \$164.04 (\$150 for failure to plow 100 acres of the farm after harvest, and \$14.04 for failure to work out the road tax). In this action for conversion of the wheat it is *held*:

The question whether plaintiff waived his rights and consented to the wheat, or its proceeds, being turned over by defendant to the cropper was for the jury, and it does not appear, as a matter of law, that plaintiff accepted the personal promise of defendant's agent to retain \$164.04, in lieu of his security in the wheat.



A SILVER LINING.



EASTERN

Howard C. Hartman has taken possession of John Kuntz's grain business located at Lynnpport, Pa.

An addition will be erected to the grain elevator of Meech & Stoddard Company of Middletown, Conn.

Otto Stude & Co. and E. Steen & Bro. have built a temporary warehouse at Baltimore, Md., to handle grain.

The building at Newville, Pa., occupied until recently by S. E. Shenk & Sons as elevator and warehouse has been dismantled.

For the purpose of dealing in grain, William E. Seltz & Co. was incorporated at Allentown, Pa. Capital stock aggregates \$5,000.

A charter has been granted the Long Dock Mills, Inc., at Jersey City, N. J., capitalized with \$150,000. The company will deal in grain, wheat, flour, meal, hay and straw.

The New York Central Railroad has appropriated, it is said, \$2,000,000 for a new elevator at Oswego, N. Y., in anticipation of the completion of deepening of the Welland Canal.

Articles of incorporation have been filed for the Central Elevator Corporation of Buffalo, N. Y., capitalized with \$300,000. N. B. MacPherson, N. Grammar, E. T. Douglass and John J. Rammacher are the directors. The new company will build a 2,500,000-bushel elevator at Farmers Point. The Eastern and Central companies, operating in Buffalo, will have a total storage capacity of 4,500,000 bushels when the Central house is completed.

ILLINOIS

A new elevator is being built at Waggoner, Ill., by J. W. Gerlach.

W. Y. Walliker has leased the McCaull Elevator at Carthage, Ill., from J. R. Graig.

The Cleveland Elevator at Sheldon, Ill., will be opened up on October 1 for business.

A new branch office has been opened at Plainfield, Ill., by the Plainfield Grain Company.

The new grain elevator at Caledonia, Ill., has been completed and is ready for operation.

The Farmers' Elevator Company has let the contract for a new elevator to be built at Avon, Ill.

The Guyer Grain Company of Galesburg, Ill., has bought the Dewey Elevator at Chillicothe, Ill.

The D. P. Hill Grain Company of Eldena, Ill., has been succeeded by the Eldena Co-operative Company.

The Roberts Farmers' Elevator Company of Roberts, Ill., has increased its capital stock from \$10,000 to \$25,000.

The capital stock of the Curran Farmers' Elevator Company at Curran, Ill., has been increased from \$10,000 to \$25,000.

A new farmers' elevator is to be constructed at Altona, Ill. The contract has been awarded to the Three Americas Company.

The Central Illinois Company's elevator located at Orleans, Ill., has been taken over by the Orleans Farmers' Elevator Company.

A new concrete and steel elevator of 10,000 bushels' capacity has been built at Niantic, Ill., by the Farmers' Elevator Company.

The French Bros., operating at Belmont, Ellery and Golden Gate, Ill., have purchased Gales Bros. Company's plant at Omaha, Ill.

Heaton & Hamrick have disposed of their elevator at Wyandot, Ill., to the Wyandot Grain Company. Possession is to be given on September 1.

The Inland Grain Company of Galesburg, Ill., recently bought the grain elevator located at New Philadelphia, formerly owned by J. E. Harris & Co.

W. A. and Arthur Walters bought the Zorn Elevator, located at Le Roy, Ill., together with all grain stored in the plant. The consideration was \$15,000.

Recently the Farmers' Co-operative Society was formed by farmers of Florence, Harlem and Silver Creek townships, Illinois. Later on an elevator will be built at the Florence Station, Stephenson Coun-

ty, or at Bolton. The plant will cost about \$6,000 and will have 50,000 bushels capacity.

The Eylar Co-operative Company was formed at Eylar, Ill., capitalized with \$5,000. H. G. Norman, Ed. H. Redd, Arthur Wagner and M. B. Jones are the organizers.

Incorporation papers have been filed for the Eminence Grain & Coal Company of Lincoln, Ill., capitalized at \$5,000. John Q. Adams, O. E. Johnson and J. E. Adams are interested.

The Ophiem Grain Company was incorporated at Ophiem, Ill., capitalized with stock of \$10,000. Olof Mattson, F. A. Rehn, B. A. Peterson, E. S. Briggs and Albert Lindbeck filed the incorporation papers.

William Murray of Champaign, Ill., has made the announcement that he will build a new elevator at Tolono, Ill. He recently bought the Schulenberg Elevator there and expects to erect a modern structure in its place.

Work has been started on the construction of the elevator at Bloomington, Ill., for L. E. Slick & Co. On each corner of the main building are cylindrical tanks, 50 feet high and 16 feet in diameter. The scales will have a capacity of 120,000 pounds.

Henry W. Adams has disposed of his grain business at Atlanta and Mountjoy Station, Ill. J. A. King bought the Atlanta Elevator and business and the recently incorporated Eminence Grain & Coal Company bought the business at Mountjoy, (no p. o.)

IOWA

August Meyers has bought Frank Hales' elevator at Swaledale, Iowa.

A new elevator is being put up at Sioux City, Iowa, by Hugh Gallup.

Hans Bramer recently bought the Sanborn grain elevator at Lawton, Iowa.

The elevator at Ortonville (r. f. d. Waukee), Iowa, is being equipped with a new addition.

The Rasmussen & Bratrad Elevator at Lake Mills, Iowa, has been rented by W. R. Fleming.

A grain elevator was recently negotiated for at Washta, Iowa, by W. L. Sanborn and W. T. Mahaffy.

The Farmers' Elevator at Wightman, Iowa, was recently disposed of to Howard Moore of Liddersdale.

Voss & Christensen, Clarksville, Iowa, went out of business on July 1, selling to the Farmers' Elevator Company.

A feed and flour shed, 32x20 feet, will be built by the Farmers' Elevator Company operating at Ellsworth, Iowa.

The Farmers' Equity at Lawler, Iowa, has bought the grain elevator and storeroom of Lawler Live Stock & Grain Company.

The capital stock of the New London Farmers' Elevator Company of New London, Iowa, has been increased from \$15,000 to \$35,000.

Greig & Stockdale has announced that it has taken over the business of the Paul C. Akin Grain Company at Grundy Center, Iowa.

A. A. Talbott Grain Company of Keokuk, Iowa, has built a new elevator of 20,000-bushel capacity at Eldon, Iowa. The seed house has a capacity of five carloads.

Capitalized with \$20,000, M. Young & Co., Inc., was formed at Winterset, Iowa. The company will deal in grain. T. J. Young is president and Myles Young, Jr., secretary.

Trackage facilities have been secured from the Northwestern Railroad by the Updike Grain Company at Council Bluffs, Iowa. A new elevator will be built in the near future.

C. O. Peterson is president; Frank Sar, vice-president; Martin Sar, secretary; Lenus Hagglund, treasurer of the new farmers' co-operative concern organized at Essex, Iowa. A new elevator is being built for the company.

The Hynes Elevator Company of Omaha, Neb., is interested in the erection of a big grain elevator at Council Bluffs, Iowa. The first unit will have a capacity for 750,000 bushels and when all units have been completed the total capacity will be 2,000,000 bushels. The Stevens Engineering Company will have the contract for the construction.

The plant will consist of steel cylinders on concrete foundations and will be equipped with most modern elevating and discharging machinery.

W. H. Vosburg and L. C. Beale have disposed of their interest in the grain and coal business at Marshalltown, Iowa, to N. S. and W. H. Beale.

Wright & McWhinney, who conducted a grain business at Des Moines, Iowa, have dissolved the company and sold their line of elevators to the Des Moines Elevator Company. C. A. Wright is president of the latter concern.

MINNESOTA AND WISCONSIN

Farmers have organized a co-operative elevator company at Savage, Minn.

The elevator of Albert Aldridge at Roberts, Wis., is being remodeled by him.

The Swan Elevator at Glenville, Minn., has been bought from G. A. Swan by J. P. Olson.

Recently N. J. Barnd became the owner of the Spooner Elevator located at Morris, Minn.

A new approach has been put in by the Northland Elevator Company of Bronson, Minn.

The St. Anthony & Dakota Elevator located at Hadler, Ada p. o., Minn., has been closed down.

A new 5-ton scale has been installed in the Farmers' Equity Society's plant at Ogema, Wis.

The elevator of Hubbard & Palmer at Lake Washington, near St. Peter, Minn., has been reopened.

The C. H. Posz Elevator located at Sanborn, Minn., has been purchased by A. Mowrey & Son.

An elevator located at Shakopee, Minn., has been opened up by L. Christian & Co., who will buy rye.

The grain elevator located at Adell, Wis., has been bought from E. H. Petersen by E. J. Early of Green Bay.

The name of the Parry Grain & Milling Company at Milwaukee, Wis., has been changed to Smith, Parry & Co.

The Davenport Elevator situated at Kanaranzi, Minn., is now the property of Oswald Tostenrud of Ramona, S. D.

A 50,000-bushel grain elevator is to be built on the Soo right-of-way at St. Paul, Minn., by the Abby Grain Company.

New grain pits are to be put in the Atlas Elevator located at Sanborn, Minn. W. Woehrman is in charge of the plant.

The Tracy Farmers' Elevator Company was incorporated at Tracy, Minn., with capital stock amounting to \$20,000.

Farmers are contemplating the organization of a farmers' grain elevator company at Bongards (mail Norwood), Minn.

Operations will be started on September 15 in the new elevator of the Bartlett-Frazier Company on the Soo Line in Minneapolis, Minn.

The Knauff & Tesch Grain Company of Chilton, Wis., has put its Maplewood Elevator into operation with Henry Perry as manager.

Work is to be completed on October 1, it is reported, on the new terminal elevator of the Equity Co-operative Exchange at St. Paul, Minn.

The elevator operated by the farmers of that vicinity at Alberta, Minn., which burned during the summer, is not to be rebuilt this fall.

A nine-bin elevator of 12,000 bushels' capacity is to be built at Marshfield, Wis., for the Marshfield Produce Company. The building is 24x31 feet.

The recently organized Farmers' Co-operative Elevator Company of Darwin, Minn., has bought an elevator there for the consideration of \$3,250.

Negotiations were recently closed transferring the ownership of the elevator of Sam Johnson at Danvers, Minn., to Mr. Anderson of Maple Plain.

New machinery, increasing the efficiency of its plant, is to be installed in the elevator of the Lyman-Joseph Grain Company at Milwaukee, Wis.

The Laun Bros. Elevator located at Glenbeulah, Wis., has been taken over by Herman Froelich. The new owner will start a flour and feed store.

The Sauk Centre Equity Elevator Association of Sauk Centre, Minn., was recently formed and will either lease or build an elevator there. Wm. Larson, Jos. Klemm, John Kortan, A. J. Orth, John B.

Schmitz, O. A. Warner and John Hector are the incorporators and directors.

A 100,000-bushel elevator and transfer house is being built by the Banner Grain Company at Minneapolis, Minn. The plant is of cribbed construction.

A co-operative elevator company has been organized by farmers at Stewart, Minn. The company has purchased the Monarch company's elevator there.

The elevator of the New Richmond Roller Mills Company located at Glenwood City, Wis., has been sold to the Glenwood City Roller Mills. The plant will be remodeled and equipped with new machinery.

The Richardson Elevator Company has been granted a state charter to operate at Elgin, Minn. The capital stock of the concern is \$50,000. Charles S. Richardson, Clyde S. Richardson and William H. Richardson are interested.

John E. Gallagher of New Richmond, Wis., has bought the cheese and egg storage plant of the C. E. Blodgett Cheese, Butter & Egg Company and will convert the same into a grain elevator and flour and feed distributing house.

Anthony Navratil has secured a site for a new grain elevator at Silver Lake, Minn. The warehouse will be 24x26 feet and will be equipped with modern machinery, including hopper and duplicate scales. The plant will be operated by electricity.

WESTERN

A new Equity Elevator has been put up at Box Elder, Mont.

A co-operative elevator plant is being built at Richey, Mont.

M. Ford, of Sheridan, Ore., has sold out his business to A. D. Schmidt.

T. A. Harshbarger is building a 25,000-bushel elevator at Clarkston, Mont.

The elevator of M. M. Johnson at Flaxville, Mont., has been disposed of by him.

A new elevator is being built at Boyd, Mont., for the Occident Milling Company.

The elevator of Dodd & Ashmun, located at North Powder, Ore., is being remodeled.

The Equity Co-operative Elevator of Toston, Mont., will put in a new elevator there.

A new grain elevator is to be put up at Big Sandy, Mont., for the M. & M. Company.

The Western Grain & Elevator Company will build a new grain elevator at Suffolk, Mont.

A branch office has been established at Billings, Mont., by the Equity Co-operative Association.

Plans are under way for the erection of a new equity elevator and warehouse at Glasgow, Mont.

Capitalized with stock of \$10,000, the Farmers' Elevator Company was organized at Warland, Mont.

Construction work has been started on the new elevator and flour mill to be erected at Chinook, Mont.

The contract has been let for the construction of a 30,000-bushel elevator at Wallum, mail Franklin, Mont.

The Columbus Elevator Company of Minneapolis, Minn., will build a 30,000-bushel elevator at Rye-gate, Mont.

The Greely-Schmidt Elevator Company of Fort Benton, Mont., are building a new elevator at Tunis, Mont.

The contract has been awarded by the farmers around Malta, Mont., for a new 30,000-bushel grain elevator there.

A site has been secured by farmers at Dodson, Mont., on which a grain elevator will be built in the near future.

Incorporation papers have been filed for the Manville Elevator Company of Manville, Wyo., capitalized with \$5,000.

A new grain elevator of 12,000 bushels' capacity is to be constructed at Stoneham, Colo., by the Farmers' Union.

Capitalized with \$10,000, the Jantz Grain Company was organized at Ruff, Wash. John C. Abe was the organizer.

Elevators are to be erected at Sun River and Acton, Mont., for the Cascade Milling & Elevator Company of Cascade.

Preparations are under way for the erection of a grain elevator at Saco, Mont., for the Saco Co-operative Association.

The elevator located at Plevna, Mont., formerly owned by E. Kearney, has been bought by the recently organized Farmers' Co-operative Elevator Company.

Incorporation papers have been taken out for the Farmers' Elevator of Madoc, Mont. William Hingman, James B. Morrison, H. J. Bole, A. M. Morrison, David Henderson, Chas. Curtis and C.

Aldrich are named as incorporators. The concern is capitalized with \$15,000.

The farmers in the vicinity of Toole (mail to St. Regis, Mont.), will either erect or buy a grain elevator this summer.

The Earl H. Clack Company of Havre, Mont., is backing the project of building a new grain elevator at Burnham, Mont.

The Columbia Elevator Company will build at Lavina, Mont., a new elevator of from 30,000 to 40,000 bushels' capacity.

A new grain elevator is to be built at Miles City, Mont., for the Lakin Bros. The plant will be of 35,000 bushels' capacity.

The Farmers' Co-operative Company of Joliet, Mont., has let the contract for the building of a new grain elevator there.

M. F. Maurer and others have organized the Farmers' Grain Company of Rocklyn, Wash. Capital stock amounts to \$10,000.

The Montana Emporium Company of Shelby, Mont., is to build three elevators, one at Galata, one at Devon and one at Dunkirk.

A grain elevator of 30,000 bushels' capacity is to be built at Ririe (r. f. d. Rigby), Idaho, for the Intermountain Farmers' Equity.

The Palmerton-Moore Grain Company has been incorporated at Farmington, Wash. The capital stock of the concern is \$2,500.

The Equity farmers in the vicinity of Dooley, Mont., have taken steps for the establishment of an elevator there this summer.

A wheat washer and conditioner has been purchased from The Wolf Company by the Pueblo Milling & Elevator Company of Pueblo, Colo.

Attempts are being made by the Montana Equity Society to have a grain elevator located at Poplar, Mont., in time to handle this year's crop.

Reports state that farmers in the neighborhood of Harlem, Mont., are making efforts to have a farmers' elevator constructed in that town.

The contract has been let by the Kahlotus Grain & Supply Company of Kahlotus, Wash., for a new 25,000-bushel elevator to cost about \$6,000.

The Northern Grain Warehouse, located at Garfield, Wash., is being torn down preparatory to removal to Ewan, on the Milwaukee Railroad.

A 45,000-bushel grain elevator is being built at Hobson, Mont., for the Farmers' Milling & Elevator Company, replacing the one destroyed by fire.

M. F. Maurer is interested in the new company, the Rocklyn Farmers' Grain Company of Rocklyn, Wash. The company is capitalized with \$10,000.

A 100,000-sack grain warehouse is to be built at Hot Lake, Ore., by the Albers Bros. Milling Company. Cost of construction will amount to \$5,000.

The Farmers' Elevator Company of Nihill, Mont., which was recently organized there, has decided upon purchasing the Rocky Mountain Elevator located there.

The grain and seed business of Dorman & Lorimer at Wendell, Idaho, has been bought by the Wendell Milling & Elevator Company. Extensive improvements will be made at the plant.

Messrs. Triggs and Breckenridge are contemplating the construction of a 30,000-bushel elevator at Winnett, Mont., in the near future. The men are connected with the Western Lumber & Grain Company.

A new \$6,000 elevator is to be erected at Bynum, Mont. Ole Wegnald is president; J. E. Cashman, vice-president; Gordon Monkman, secretary and treasurer, of the concern, which is interested in the project.

A new elevator is being built at Noble (mail Mondak), Mont., a new town. Among those interested are: A. F. Noble, Emil and Chas. Olson, Anton Starvick, Bruce Burgess, Peter Berard and Tom Lennon.

V. W. Akers, M. W. Merritt and S. U. Baker are interested in the construction of a new grain warehouse to be built at Rollins, Wash., taking the place of the one which was burned not long ago. The plant will be 50x150 feet and will cost \$3,500.

The Fisher Flouring Mills Company of Seattle, Wash., is adding 30 new grain tanks to its storage plant. The addition makes the total number of tanks 59, with capacity of 1,000,000 bushels. The improvements will cost in the neighborhood of \$400,000.

Arrangements have been completed by the J. R. Blackaby Commercial Company of Ontario, Ore., for the erection of an elevator and warehouse building. The structure will be 24x100 feet. Part will be used for warehouse purposes, while the other half will be for storing grain in bulk.

The warehouses of the Interior Warehouse Company and Balfour-Guthrie & Co., along the Golden-dale, Wash., branch of the S. P. & S. Railway Company, have been leased by Earl E. Montgomery, Goldendale agent since 1908 for the two concerns.

The warehouses include those located at Golden-dale, Centerville and Warwick (r. f. d. Centerville).

The Farmers' Union Co-operative Company has been formed in Columbia County, Wash., for the purpose of warehousing and selling grain. C. W. Pryor is president; Frank Romaine, vice-president; Geo. M. Thompson, secretary and treasurer. The company has five warehouses in the county and will buy grain on commission in addition to carrying on a general storage business.

MISSOURI, KANSAS AND NEBRASKA

A farmers' elevator has been erected at Thayer, Neb.

Joseph Pauley sold his elevator at Denton, Kan., to Ezra Denton.

A new elevator is being built at Benkelman, Neb., by O. M. Kellogg.

J. W. Frury has bought Jos. Neil's grain business at Miltonvale, Kan.

Farmers' Union is putting up a new elevator plant at Athol, Kan.

Wm. Reikofski recently bought the farmers' elevator at Foster, Neb.

A new farmers' elevator is being erected at Ruby (mail to Seward), Neb.

A new elevator house is to be put up at Copeland, Kan., by Etler & Jacobs.

Mr. Martin of Kansas City has bought the Lynds Elevator at Severance, Kan.

A new farmers' elevator is to be erected at Pottersburg (r. f. d. Vesper), Kan.

The Moseman-Heyne Company has entered the grain business at Hartington, Neb.

A 10,000-bushel elevator is being planned for by J. H. Poorbaugh at Hutchinson, Kan.

John McQuillan's elevator at Laurel, Neb., has been purchased by Newman & Morton.

A new elevator may be built at Barneston, Neb., by the Farmers' Union in the near future.

The elevator plant of the farmers' company at Wilson, Kan., is to be repaired and enlarged.

The Farmers' Elevator Company of Nelson, Neb., is interested in the erection of a new elevator.

Geo. B. Flack has awarded the contract for the construction of his new elevator at Natoma, Kan.

The Coates Elevator, located at Maxwell, Neb., has been equipped with a Fairbanks-Morse Engine.

George C. Carle has sold his business at Florence, Kan., to the Florence Grain & Coal Company.

A 7,000-bushel elevator is under course of erection for Jos. C. Goering, a farmer, near Moundridge, Kan.

New motors, distributor, spouting, etc., are being installed in the Equity Elevator, located at Oakley, Kan.

The elevator at Wherry, Kan., has been bought by J. B. McClure of the J. B. McClure Grain Company.

The elevator property of Frank G. Kile at Canton, Kan., has been traded by him for J. M. Wilson's farm.

The elevator of the J. M. Adams Grain Company of Waverly, Neb., has been sold to the Farmers' Union.

The Coker Elevator at Slater, Mo., has been opened up by the Glasgow Milling Company of Glasgow, Mo.

W. J. Madden has his new elevator at Yocemento, Kan., completed and in operation. H. A. Asling is manager.

The Central Granaries Company of St. Francis, Kan., is enlarging and repairing the elevator at that point.

Sales offices have been opened up at Atchison, Kan., by the Turon Mill & Elevator Company of Turon, Kan.

The Smith Elevator Company has disposed of its elevator at Wichita, Kan., to the Ball Manufacturing Company.

Capitalized with \$10,000, the Farmers' Elevator & Livestock Co-operative Company was organized at Irving, Kan.

A new 12-horsepower engine has been installed in the Farmers' Elevator Company's plant located at Curtis, Neb.

New storage bins are being erected to the Jennings Elevator at Kingsdown, Kan., doubling the elevator capacity.

The Geary County Farmers' Co-operative Exchange has been formed at Junction City, Kan., to erect a grain elevator.

The Ball Manufacturing Company of Kansas City has contracted for the building of a new elevator at Shipton (r. f. d. Salina), Kan.

The Farmers' Elevator Company of Sweet Springs, Mo., has made plans to buy the old Bel-lamy Elevator for \$10,000. Louis Rinkepank, John

A. Weber, J. R. Smith, Henry Reinwald and A. D. Teter are interested.

The Nye-Schneider-Fowler Company has started construction of an elevator at Clarkson, Neb., to replace one which burned recently.

W. O. Woods has sold his elevators at Liberal and Hayne, Kan., to the Hugoton Elevator & Warehouse Company of Hutchinson, Kan.

The Milligan Grain Company was incorporated at Milligan, Neb., capitalized with \$25,000. J. Kotas and Herman Stastney are the organizers.

The Farmers' Co-operative Coal & Grain Association has filed incorporation papers, with capital stock at \$40,000, to operate at Litchfield, Neb.

The Brown De Field Grain Company, located at Charleston, Mo., has arranged to erect a grain elevator of from 50,000 to 100,000 bushels' capacity.

The Broadwater Elevator Company of Broadwater, Neb., has been granted a site of land on the Union Pacific right-of-way for their new elevator.

A large elevator is under course of construction at Decatur, Neb., for sacking and loading grain into the steamboats plying between Decatur and Omaha.

General improvements, including the installation of new scales, are being made on the plant of the Samson-Swanson Elevator Company at Bloomfield, Neb.

Farmers are organizing around Ness City, Kan., to erect a grain elevator there. The Ball Manufacturing Company is also building an elevator at that place.

Henry Sater of Sater Station on the new Anthony & Northern Railroad in Kansas, has sold his elevator to the Larabee Flour Mills Corporation of Hutchinson, Kan.

Numerous improvements have been made on the elevator of O. Vanier of Fairbury, Neb. The capacity has been doubled and new office and scales have been installed.

The Farmers' Union Co-operative Grain & Stock Association has been incorporated at Lodgepole, Neb., by W. W. Wassum, M. Fusha and C. F. Schnake. Capital stock, \$30,000.

R. J. Roberts and F. M. Gafot were the promoters of the Lexington Farmers' Elevator Company, recently granted a charter to operate at Lexington, Neb. The company is capitalized with \$25,000.

For the purpose of handling grain, feed, etc., the Farmers' Elevator Company was formed at Alamota, Kan. Directors are: J. H. Frantz, S. F. Dickinson, S. E. Mudd, O. W. West and George Stiawalt.

The Highland Grain Company of Highland, Kan., has been granted incorporation papers to conduct a grain business, capitalized with \$15,000. H. Vanderslice, John H. Lynds and E. C. Birchfield are the organizers.

SOUTHERN AND SOUTHWESTERN

A new elevator is to be erected, it is reported, at Butler, Okla.

J. W. King will build an elevator at Johnson City, Tenn., next year.

John Gurlach has purchased Lon Moore's elevator at Pauls Valley, Okla.

A 20,000-bushel addition has been built to the plant of the Probst Grain Company at Beaver, Okla.

A new elevator is being erected at Lockney, Texas, by the Panhandle Grain Company of Amarillo.

A grain elevator and feed mill is to be installed at Jackson, Miss., by the Royal Feed Milling Company.

A large grain sheller has been installed in the plant of the Lake Charles Grain Company at Lake Charles, La.

It is probable that W. L. Brandon, Jr., formerly of North, Ala., will establish a grain elevator at Dothan, Ala.

Extensive improvements have been made by the C. B. Cozart Grain Company of Oklahoma City, Okla., on its elevator at Camargo.

The plant and business of the Short & Haynes Grain Company at Durant, Okla., has been sold to E. C. Morton of Canterbury & Morton.

Overstreet & Dockter, grain dealers of Laverne, Okla., have dissolved. The business will be conducted as the Overstreet Grain Company.

A new elevator and warehouse is to be erected by the Rapier Grain & Seed Company of Owensboro, Ky., to take the place of the one which burned.

The Texline Grain Company is interested in the erection of a new elevator at Texline, Texas. The company has also leased the elevator of the Higgins Grain Company at Higgins.

Construction work was started the latter part of August on the new 500,000-bushel elevator of the Fort Worth Elevator Company at Fort Worth, Texas. The elevator will adjoin the present plant and will be of concrete construction. Loading and

unloading facilities and scales will be fixed for the addition.

The Walnut Springs Elevator Company was incorporated at Walnut Springs, Texas, with capital stock of \$5,000. J. F. Wieser, H. M. Wieser and C. F. Masey were the organizers.

An elevator containing eight storage bins, 12 feet square, is being built by the Diamond Ice Company of Gainesville, Fla. Each bin will be of 5,000 bushels capacity. A new meal and feed mill is also being installed.

The Farmers' Grain, Lumber & Coal Company has been formed at Ashley (mail Alva), Okla., capitalized at \$5,000. I. T. Strickland and N. B. Crawford of Ingersoll and E. M. Routh and J. H. Oskel of Alva are interested.

INDIANA

Martin Cutsinger & Son will build a new 50,000-bushel elevator at Bargersville, Ind.

A new elevator is to be constructed at Corunna, Ind., by J. H. Knauer, grain dealer and merchant.

An announcement was made recently that farmers in the vicinity of Goshen, Ind., are planning upon building and operating a new co-operative elevator there.

The Stafford Grain Company has changed the place of its operation from Hope, Ind., to Jamestown. The capital stock has been increased to \$30,000.

Incorporation papers were filed for Jones Bros. of Attica, Ind., capitalized with \$20,000 stock. The directors of the concern are: Isaac A. Jones, Hiram Jones and Leslie Jones. The concern will conduct a grain elevator.

T. J. Connell's interest in the grain elevator business at Milton, Ind., has been taken over by Albert Anderson. The new firm is the Anderson & Sons' Grain Elevator Company. The company owns elevators at Milton and Beeson's Station and Bentonville.

THE DAKOTAS

Jos. Heille has leased I. E. Donovan's elevator at Wales, N. D.

A. B. Gillette purchased W. J. Prisch's elevator at Dell Rapids, S. D.

The Farmers' Elevator Company of Kramer, N. D., has been dissolved.

A large grain elevator is being built at Plaza, N. D., by M. H. Malloy.

A new elevator is to be put up at Antelope, N. D., by the farmers this fall.

Repairs are being made on Lee Bros.' elevator located at Walhalla, N. D.

C. H. Ihlen's elevator at Max, N. D., has been bought by Aug. P. Kezema.

A small farm elevator is being built by A. L. Steinke at Sherbrooke, N. D.

J. J. Fitzpatrick recently leased the elevator of John Burbeck at Ravinia, S. D.

The Cook Elevator located at Bantry, N. D., has been purchased by P. A. O'Keefe.

A concrete foundation has been put under the Larson Elevator at Hastings, N. D.

L. E. Seeman's elevators at Strasburg and Temvik, N. D., have been sold by him.

The Mina (N. D.) Equity Exchange has bought the elevator plant of Jacob Stobel.

A new elevator is being built at Omamee, N. D., by the Farmers' Elevator Company.

Wm. Landrigan has taken possession of the Hess-Gillette Elevator at Glenburn, N. D.

Plans are under way for the building of a new elevator at Kirby, near Crosby, N. D.

It is probable that a farmers' co-operative elevator will be built at McHenry, N. D.

An elevator and feed business has been opened up at Beach, N. D., by C. J. N. Nelson.

With capital of \$50,000, the Equity Elevator Company was organized at Sharon, N. D.

The Farmers' Elevator at Maddock, N. D., has been equipped with a new grain cleaner.

A modern grain elevator, costing \$9,400, is being built at Adams, N. D., by Thom. Swenson.

The plant of the National Elevator Company located at Carbury, N. D., has been reopened.

The Atlantic Elevator located at Calio, N. D., has been purchased by Leo. L. Kruchten.

A new grain elevator is under course of construction at Yorktown (r. f. d. Fullerton), N. D.

B. J. Wolf, formerly of Eckman, has bought up the farmers' elevator at Lansford, N. D.

A 30,000-bushel elevator, costing \$8,000, was erected at Athol, S. D., by the Eagle Roller Mills.

The Buxton Grain Company was formed not long ago at Buxton, N. D. John E. Johnson is president

and S. M. Sorenson, secretary-treasurer of the concern.

The Regan & Lynes Elevator at Woodworth, N. D., has passed into the hands of Harry Nixon.

The St. Anthony & Dakota Elevator located at Calvin, N. D., has been leased by Mr. Patterson.

An addition is being built to the elevator of the Northland Elevator Company at Fortuna, N. D.

A new addition is being built to the plant of the Cando Mill & Elevator Company at Cando, N. D.

The Doane-Sears Elevator, Winner, S. D., has been bought by the Farmers' Co-operative Union.

An addition is being built to the elevator plant of the Farmers' Elevator Company at Derrick, N. D.

The Baldwin Estate is building a new elevator on the Soo Line, three miles west of Clement, N. D.

Some improvements have been made on the plant of the Powers' Elevator Company at Dawson, N. D.

The old Bagley Elevator at Rhame, N. D., has been bought by the Western Lumber & Grain Company.

Capitalized with \$25,000, the Equity Elevator Company was formed at Lemert (mail Cathay), N. D.

Dick Wilkens has started construction work on a new 5,000-bushel elevator on his farm near Center, N. D.

The Atlantic Elevator Company recently bought the elevator of C. Steinkopf at Fortuna and Alkabo, N. D.

Work has been started on the construction of the Farmers' Equity Co-operative Elevator at Fargo, N. D.

The Farmers Elevator Company of Sutton, N. D., has bought the elevator and coal yard of K. M. Ellingsen.

The Tausan Elevator Company of Marion, N. D., has made plans for the installation of an electric light plant.

The Farmers' Elevator Company of Crystal Springs, N. D., will either build an elevator or purchase one.

The Russell (N. D.) Farmers' Elevator Company has dissolved and formed a Farmers' Co-operative Elevator Company.

The Curlew Elevator at Elgin and New Leipzig, N. D., was bought by the Independent Elevator Company of Nakota.

H. C. Balu and others have formed the Gratna Grain Company at Bowdle, S. D. The capital stock amounts to \$10,000.

F. E. Ployhar's old Alliance Elevator at Valley City, N. D., is being torn down. The lumber is to be shipped to Bismarck.

The Dickey Grain Company, conducting a grain and fuel business at Dickey, LaMoure County, N. D., has been dissolved.

A car loading spout has been installed and other improvements made in the Farmers' Elevator located at Kensal, N. D.

Reports state that the Miller Elevator, formerly of White Rock, S. D., has been moved to Browns Siding (no p. o.), S. D.

The elevator property of Jens Peterson at Bowbells, N. D., was recently transferred to the Occident Elevator Company.

The new Farmers' Elevator Company of Cresbard, S. D., has bought up the grain elevator of the Cresbard Grain Company.

James K. Banks, G. W. Tanner and C. F. Bohner are the organizers of the Farmers' Elevator Company of Grace City, N. D.

Contract has been let by W. W. Whipple for the construction of a 30,000-bushel elevator at Kongsberg (r. f. d. Abercrombie), N. D.

The Andrews Grain Company sold its elevator at Hastings, N. D., to the Farmers' Elevator Company of that place. Consideration, \$4,500.

Farmers are organizing a co-operative elevator company at Spring Coulee, near Zahl, N. D. The company will build a grain elevator.

A new Farmers' Co-operative Elevator Company has been organized in Burnstad, Logan County, N. D. Concern will build a new plant.

P. N. Filxkov has promoted the incorporation of the Olmstead Grain Company to operate at Olmstead, N. D., capitalized with \$25,000.

A new Fairbanks-Morse Engine of 15-horsepower has been installed in the plant of the Farmers' Elevator Company of Montpelier, N. D.

N. H. Alm, Jens Steigberg, and Julius Chrestenson have formed the Hamar Co-operative Elevator Company of Hamar, Eddy County, N. D.

A farmers' elevator is to be established in Scotland, S. D., in the near future. A farmers' organization is being formed for that purpose.

Capitalized with \$25,000 stock, the Grenora Farmers' Elevator Company was organized at Grenora (Stanley p. o.), Mountrail County, N. D. Peter T.

Peterson, H. Isaacson and A. Fischer were the organizers.

The Menoken Farmers' Elevator Company expects to buy a site at Burleigh (mail Menoken), N. D., on which to erect an elevator plant.

The Straubville Grain Company was recently formed at Straubville, N. D., for the purpose of erecting a farmers' elevator there this year.

Melvin Johnson, Anton Pederson and O. G. Bratsburg have incorporated the Scorio Farmers' Elevator Company at Zahl, Williams County, N. D.

J. C. Gavin, E. B. Potter, and C. L. Callaghan are interested in the incorporation of the Aurora Grain Company at Aurora, S. D. Capital, \$10,000.

Operations in the Hogy Elevator Company's plant at Burlington, N. D., have been suspended with \$15,000 worth of grain storage tickets outstanding.

New cement floors and piers and foundations are being put in at the plant of the Portal Grain Company of Portal, N. D. A new office is also being built.

The farmers' association recently organized at Huron, S. D., will let the contract for the erection of a modern elevator and warehouse in the near future.

The farmers in the neighborhood of Orient, S. D., have formed a farmers' organization and will conduct the local elevator which they have purchased.

Negotiations have been consummated, transferring the ownership of the Standard Grain Company's elevator at Egan, S. D., to a company of farmers.

Attempts to organize a farmers' co-operative company at Esmond, N. D., proved successful and the company now intends to purchase a local grain elevator.

The old Lyons Elevator at Taylor, N. D., is to be moved by the Occident Elevator Company to Boyle. The plant will be of from 35,000 to 40,000 bushels' capacity.

Recently the Hazelton Elevator Company was incorporated at Hazelton, N. D., with capital stock of \$25,000. I. W. Berkholtz, Geo. G. Girbes, et al. are interested.

The Roscoe Grain Company of Roscoe, S. D., has been organized, capitalized at \$10,000. S. L. Potter, E. O. Potter and Eugene Licht were the incorporators.

Several improvements are to be made to the plant of the Farmers' Elevator Company of Stanley, N. D. A new and larger grain carrier and new cleaner is to be installed.

The Warner Co-operative Elevator Company was formed at Warner, S. D., capitalized at \$25,000. The incorporators were: Otto H. Dunker, Frank Grohne and R. H. Ristau.

The Mattson Elevator has been bought by the Cheyenne Elevator Company of Cheyenne, N. D. After the needed repairs were made, the plant was put into operation.

Incorporation papers were filed for the Adrian Equity Elevator Company of Adrian, N. D. Incorporators were: H. Knudson, Thos. A. Burnison and J. P. Cadieux.

J. S. Reynolds, Bert Tooker and William Moss have organized the Barnard Equity Exchange of Barnard, S. D. The capital stock of the concern aggregates \$25,000.

At Duning (Maxbass p. o.), Bottineau County, N. D., the Duning Equity Elevator Company was formed. Chas. E. Pease, Joseph Watson and L. Shaffer are interested.

The Belfield Farmers' Union Elevator Company, Inc., of Belfield, N. D., recently bought the plant of W. C. Goebel for \$7,750. W. H. Cameron is president of the elevator company.

Farmers in the vicinity of Fort Rice, N. D., have organized a farmers' co-operative elevator company, capitalized with \$10,000. The company will either build or buy a grain plant.

A state charter was granted the Kief Equity Elevator Company to operate at Kief, McHenry County, N. D. John E. Ficker, M. H. Peterson and Jas. Bailey were the organizers.

Farmers in the vicinity of Starkweather, N. D., have organized the Farmers' Co-operative Elevator Company. The company will either build or buy a grain plant at Starkweather.

The old Amenia Elevator at Conway, N. D., which was recently purchased by Guy Felger is being moved to where the former Atlantic Elevator, which burned down this spring.

Incorporation papers have been filed by J. C. Garick, E. O. Potter and Bert Draves for the Appleby Grain Company of Appleby (mail Castlewood), S. D. Capital stock is \$10,000.

Capitalized with stock of \$12,000, the Karnak (Cooperstown p. o., N. D.) Farmers' Elevator Company was recently incorporated. Work has already been started on the 40,000-bushel elevator which the company will operate. Ole Lima is president; Wal-

ter Hemmingsen, vice-president; Arne Lima, secretary; Albert Larson, treasurer, and Gabriel Sharpe, manager of the concern.

Articles of incorporation have been filed for the Gronna Equity Elevator Company of Gronna (p. o. Rolla), Rollette County, N. D., by Iver Hagen, Frank Rosscup, Carl Guderjahn.

The contract has been let by the Farmers' Co-operative Elevator Company of Parshall, N. D., for the erection of a new elevator. A flour warehouse and coal shed will also be erected.

The O'Keefe Bros. of Sharon, N. D., have taken possession of the elevator of H. B. Blackey of McVile, N. D. The elevator will be operated as the McVile Grain & Milling Company.

The large elevator of the Johnston Farms Elevator Company at Marion, N. D., recently became the property of the Marion Equity Elevator Company. The capacity of the plant is 40,000 bushels.

Incorporation papers have been taken out by the West Farmers' Elevator Company of Chaseley, N. D., by Geo. Rask, K. C. Hilderbran and Herman Gehrke. The company is capitalized with \$25,000.

Jos. Heapy is president; J. C. Keating, vice-president; Robt. Work, treasurer; D. McLaughlin, secretary, and John J. Power, manager of the Farmers' Elevator Company, to operate at Langdon, N. D.

CANADA

A new elevator is being built at Bassano, Alta., Can., by the Alberta Pacific Elevator Company.



PLANT OF MERRILL (MICH.) FARMERS' ELEVATOR COMPANY

Reports state that two grain elevators will be erected at Nose Creek, Calgary, Alta., costing \$20,000.

The lease on the Provincial Elevator at Winnipeg, Man., held by the Grain Growers' Grain Company, has been renewed.

A contract has been let by O. Gjevne of Nekoma, N. D., and Jos. Power of Langdon, for the construction of a 30,000-bushel elevator at Windygates, Man.

The Thunder Bay Elevator operated by the Thunder Bay Terminal Elevator Company, Ltd., at Port Arthur, Ont., is now conducted as an independent plant. The new company assumes all liability for delivery of all grain covered by warehouse receipts issued upon the Thunder Bay Elevator by the Empire Elevator Company, Ltd., prior to September 1, 1916.

OHIO AND MICHIGAN

A new foundation has been placed under the elevator of the Judson Bros. at Gaines, Mich.

A three-story elevator is being built at Medina, Ohio, by the Medina Farmers' Exchange Company.

The Harper Elevator Company was incorporated at North Branch, Mich., capitalized with \$10,000 stock.

The Kent City Produce Company of Kent City, Mich., has broken ground for its new \$2,500 elevator.

A new warehouse and office, 35x70 feet, is being constructed for Charles S. Mason, a feed and flour dealer, at Hancock, Mich.

Incorporation papers were filed by the Pine River Elevator Company of Pine River (r. f. d. Standish), Mich. The capital stock of the concern is \$5,000.

The interest of Geo. Wonders in the Belle Center Grain Company of Belle Center, Ohio, has been purchased by Chester Keller of Bellefontaine. The

business will be continued under the firm name of the Belle Center Hay & Grain Company.

The Northwestern Elevator & Mill Company of Toledo, Ohio, has removed its headquarters from the Produce Exchange Building to the Second National Bank Building.

Efforts are being made to interest the farmers in the neighborhood of New Philadelphia, Ohio, in the organization of a company to build and conduct a co-operative elevator there.

Reports state that Arthur Weidinger and son, proprietors of the Mt. Sterling (Ohio) Grain Elevator Company, are contemplating establishing a modern and up-to-date grain elevator at Chillicothe, Ohio.

John O. Carter, Harry H. Basel, C. M. Wenner, J. O. Boomershine, Chas. Weikert and J. M. Badger have incorporated the Seneca Grain Company of McCutchenville, Ohio. The company's capital stock is \$20,000.

Capitalized at \$25,000, the Pemberville Elevator Company was formed at Pemberville, Ohio. Morris Rees, S. D. Peoples, Wm. Kenner, F. H. Faulkner, Ernest Krukemeyer, and W. M. Dierksheide were the incorporators.

WOLVERINE COMPANY MAKES GOOD

A feature of the farmers' elevator movement which is altogether good, is the tendency that it has to make business men out of farmers. There

is no better trader anywhere than the American farmer, but his knowledge of business principles in the conduct of his own vast industry was of the vaguest sort until recent years. For many of them the introduction into the neighborhood of a farmers' elevator was his initial experience in business affairs. There are a great many who have invested in the stock of an elevator company and who are still ignorant of and indifferent to the fundamental laws of business, but in most communities the farmers who are elevator stockholders are sufficiently interested in the affairs of the company to learn the A, B, C's of commercial practice so that they can give intelligent attention to the treasurer when he informs the stockholders that they will get 28 per cent dividends on their investment. That is what the Merrill Farmers' Elevator Company of Merrill, Mich., paid to its stockholders last year. It speaks well for the manager of the concern, W. F. Bradford, and also for the officers and stockholders who were wise enough to put their interests in such capable hands.

The company was organized March 17, 1915, with a capital stock of \$30,000 and was incorporated on the 29th of the following month. The buildings and equipment are entirely new and are of high grade throughout. The elevator has a capacity of 20,000 bushels of grain and has all the necessary bean and grain cleaning and handling machines.

In addition to the elevator and storage shed which is shown in the accompanying illustration, the company has a coal shed 100x20 feet in size, through which they handled 75 cars of hard and soft coal the first year. This year coke has been added to the fuel line and it is expected that there will be a material increase in that part of the business. Besides grain, beans and coal, the company handles hay, seeds, wool, tile and cement. The present officers of the company are: T. O'Connor, president; A. Mayer, vice-president; P. L. Ryan, secretary; James Jordan, treasurer.

COMMUNICATED

[We invite correspondence from everyone in any way interested in the grain trade on all topics connected therewith. We wish to see a general exchange of opinion on all subjects which pertain to the interest of the trade at large, or any branch of it.]

WANTS TO GET IN TOUCH WITH TRADE

Editor American Grain Trade:—Please change the address of my paper from New Underwood, S. D., to Owanka, S. D. The Owanka Farmers' Co-operative Company have bought the G. W. Van Dusen plant here, and will do a general grain, feed and coal business. Would be pleased to hear from the different firms at the different markets.

Yours truly, J. H. BORIN,
Owanka, S. D. Manager.

TWIN FALLS CROP REPORT

Editor American Grain Trade:—We offer you the following crop report for the Twin Falls section: White wheat moving satisfactory on the basis of \$2.25 per cwt., most shipments going to the mills in Southern States.

Threshing of alsike clover seed is about completed, while the acreage was double the amount of last year, the crop is only one-half of last year's quantity. Quality is fully up to last season. The acreage of white clover has trebled over last season, both quantity and quality is very satisfactory.

Yours truly, H. W. MUND,
Manager Idaho Seed & Produce Company.
Kimberly, Idaho.

OKLAHOMA CROP PROSPECTS

Editor American Grain Trade:—Might give you conditions surrounding the wheat crop as we see them. From best information we can get it looks like somewhere between 50 to 60 per cent of the crop has been marketed and with the exception of a few places in the state, the ground is so hard the farmers have not prepared for the next crop. Scarcely any ground has been plowed with the exception where they had a little rain a week or 10 days ago. This, of course, is going to reflect against prospects of a good crop next year as it is getting time when the ground must be prepared for a crop next season and unless we have a perfect season from now on, it will be hard for Oklahoma to raise a full crop of wheat next year.

Yours very truly,

THE WHITE GRAIN COMPANY.

Enid, Okla.

MILWAUKEE WEIGHING CHARGES
ADJUSTED

Editor American Grain Trade:—The Board of Directors made a change in the method of charging for the supervision of weighing at Milwaukee, and beginning September 15 grain unloaded at certain plants will pay an additional sum over the regular charge, for the reason that the service has been performed at a loss to the weighing department. It has been customary for many years for the directors to fix a flat rate to prevail at all plants where grain is unloaded, without regard to whether the amount of business done and the conditions under which the weighing was performed resulted in a profit or loss. The Inspection and Weighing Committee recently recommended that the charges be adjusted in such a way as to bring the revenue up to the cost of weighing, and this policy has been adopted by the Board of Directors.

Yours very truly, H. A. PLUMB,
Secretary Chamber of Commerce.

Milwaukee, Wis.

IRELAND'S RYEGRASS CROPS EXCELLENT

Editor American Grain Trade:—The Irish rye-grass crops have been cut down and harvested in magnificent weather. Color will be bright and condition sound and dry. The wet weather in June and part of July caused the seed to ripen slowly and cutting was considerably delayed. Bushel weights will be on lower levels than we have been accustomed to in the past few years, and the large proportion of chaff in samples we have seen promises to make cost of cleaning very heavy.

Perennial.—A somewhat larger acreage, and we believe yields, will be found generally satisfactory. The crop will, therefore, bulk larger than last season's, and will be about the average quantity. Bushel weight will run 2-3 pounds less than previous year.

Italian.—Acreage about normal and a good crop of fine quality. Bushel weight about 1½ pounds under last year's average. The leading weights will probably be 18 and 20 pounds.

Dogstail—is a nice crop and we expect a good supply of bright-colored seed.

Threshing will be proportionately late, and supplies slow in coming to market. Farmers expect high prices, and will be careless sellers for some time to come.

Yours faithfully, McCLINTON & CO.
Belfast, Ireland.

WESTERN COMPANIES BUSY

Editor American Grain Trade:—Am sending you renewal for my subscription to your journal. I am building a 35,000-bushel elevator for Molson Union Elevator Company, Molson, Wash., and have signed up to build 10,000-bushel house for Chesaw Grain Company, Chesaw, Wash.

Yours truly, J. W. JOHNSON,
Manager Pioneer Engineering & Elevator Company.
Seattle, Wash.

VALUE OF MARQUIS WHEAT

Marquis wheat, says a recent bulletin of the U. S. Dept. of Agriculture, is a hybrid produced on the Central Experiment Farm at Ottawa, Canada. It is an early variety, ripening from 98 to 135 days after sowing, the average length of the growing period in the northern Great Plains being about 115 days. This makes it three or four days earlier than most of the Fife varieties, the group with which it is classed. Because of this earliness, Marquis wheat escapes to some extent the drought of dry years, the rust and fall rains of wet seasons, and the early fall frosts. These characteristics have made it especially

valuable in the prairie provinces of Canada. In the United States they have not proved to be so great an advantage.

In the northern Prairie States, including Iowa, Minnesota, and the subhumid parts of eastern Nebraska and the two Dakotas, the Government investigators found that Marquis wheat slightly out-yields the groups of spring wheat commonly grown in the section. Where winter wheat can be grown, however, it outyields any spring wheat, Marquis included. The bulletin recommends caution in discarding well known varieties, and advises the farmer who wishes to try Marquis to compare it carefully with the other spring wheats and to hold fast to that which proves best.

In the semi-arid section covering most of the northern half of the Great Plains area and including most of Nebraska, the Dakotas, northeastern Colorado, eastern Wyoming, and the eastern half of Montana, the durum wheats have been found to out-yield all the spring common varieties, including Marquis. Here again, however, winter wheat is decidedly better than any spring wheat. The Marquis is not recommended, therefore, wherever winter wheat can be grown or wherever durum wheat is used. Elsewhere it is a safe variety to grow and is especially well adapted to central South Dakota where drought and rust often reduce the yield of later maturing varieties.

Marquis wheat is not recommended for any district west of the Rocky Mountains. In the wheat districts of Utah, Idaho, Oregon, and Washington the hard red winter wheats of the Crimean group are now widely grown and outyield any variety of spring wheat. In most places, moreover, good varieties of spring wheat outyield the Marquis.

Marquis wheat has not been grown to any extent under irrigation, but in western South Dakota and in Montana has given good results under these conditions, according to the limited information available. It should not be grown under irrigation west of the Rocky Mountains, where there is a good demand for the soft white wheats, all of which out-yield it.

ASSOCIATIONS

ILLINOIS FARMERS' GRAIN DEALERS TO HOLD
MEETING

The Illinois Farmers' Grain Dealers' Association will hold its 14th annual convention at Decatur on October 11, 12 and 13. It is expected that the attendance will be 1,000 or more. The Decatur Association of Commerce will provide the entertainment. On the 13th there will be but one session at which officers will be elected and remaining business of the meeting transacted.

INDIANA GRAIN DEALERS' OUTING

On September 2, 3, 4, the Indiana Grain Dealers gathered at Lake Maxinkuckee, Culver, Ind., for their fall outing with Palmer House as headquarters. Although number present did not come up to expectations, for the threatened railroad strike kept a large number at home who otherwise would have attended, those who were there enjoyed themselves immensely. No business sessions were held, the weather was ideal and a good chance was given everyone to become acquainted with everybody else. On Sunday afternoon the Culver Military School brought out its large launch and took the crowd out for a ride around the lake and on Monday those present were taken through the Academy.

SPECIAL TRIP PLANNED TO BALTIMORE

If 100 or more members of the Kansas Grain Dealers' Association will make the trip to Baltimore to attend the 20th Annual Meeting of the National Grain Dealers' Association, a special train of four Pullman coaches and diner will be obtained. The train will leave Kansas City on September 19 and arrive at St. Louis on the 20th. From St. Louis it will go, via Indianapolis, to Cincinnati; thence to Richmond, Va.; finally reaching Washington on the morning of the 22nd. Friday, Saturday and Sunday will be spent in Washington. After spending three days at Baltimore, the party will leave for New York, reaching that city on the afternoon of the 28th. Two days will be spent there and on Sunday morning a boat will be taken up the Hudson River reaching Albany Sunday evening; there connections will be made with train for Buffalo. Monday will be spent in visiting Niagara Falls and other points of interest. On Monday night, they will leave Buffalo for Detroit, Mich., by boat on Lake Erie. Detroit

will be reached on Tuesday morning and Chicago on Wednesday morning; and Kansas City will be reached on Thursday. The total cost of railroad and sleeper, only \$85.95. Probably Secretary Smiley, who is promoting the excursion, will not know until the last day whether or not the trip can be carried out as planned.

NATIONAL HAY ASSOCIATION REPORT DUE

The annual report and directory of the National Hay Association is promised for delivery within a few days. If past volumes of this report can be taken as criteria of the present the book will be worth preserving. Secretary Taylor also announces that the state of Minnesota has adopted the grades of the National Hay Association. These grades have been formulated after mature consideration by the ablest hay dealers in the country and should be the exclusive grades in use in every market. Wherever they are used they have proven satisfactory and there is no reason for this market or that setting up standards of their own. There remain only a few isolated spots of this kind, however, but they should be eliminated as rapidly as possible.

The National Hay Association has forwarded the following resolution:

IN MEMORIAM

Geo. E. Van Vorst, Died August 14, 1916.

It is with sorrow we learned of the demise of Mr. George E. Van Vorst, one of our highly esteemed members. This is another reminder that we are all subject to an All Wise Providence, and it surely becomes us to bow reverently to His will. We turn at this time for a little, from the turmoil of business activities, to offer a weak tribute to the memory of our departed brother who has passed beyond. Eulogy is cold and words weak in expressing thoughts on occasions such as this. We, as an organization, deplore his loss; realizing his loyalty to the National Hay Association, and his sterling qualities as a business man, therefore be it

Resolved, That in removing from our roll the name of Mr. George E. Van Vorst we place on our records the expression of our high regard and esteem in which he was held by his fellow members.

Resolved, That the Association tender its sympathy to those associated with him in business, in their loss, and assure them of the kind remembrance in which he is held among those privileged to know him.

TRANSPORTATION

The State Railway Commission has been asked by the Nebraska roads to reduce the free time allowance on freight cars of 60,000 pounds or more capacity from 60 to 48 hours.

The Interstate Commerce Commission has received complaint from the Milwaukee Chamber of Commerce objecting to the increased rates to Eastern points. Sixty-five roads are named in the complaint.

A complaint has been filed by the Toledo Produce Exchange against rate on grain from Missouri River points, in that they favor Buffalo, Chicago, St. Louis and other cities and discriminate against Toledo.

A formal petition has been filed with the Interstate Commerce Commission by the Milwaukee Chamber of Commerce for permission to intervene in the complaint of the Minnesota Traffic Association vs. Milwaukee Railroad.

The Interstate Commerce Commission suspended from August 29 to February 28 the advances in storage charges on export grain held in elevators in New York City and other Eastern Seaboard points. These were first suspended from May 1.

The tariffs, involving the increases in rates on grain and grain products from Oklahoma stations to Little Rock and other points on the St. Louis & San Francisco Railroads, have been suspended until December 13 by the Interstate Commerce Commission.

An announcement was made recently that effective October 1, 1916, were through rates on oat screenings and barley screenings, carloads, from Minneapolis, Duluth, Minn., and other Lake Superior ports (on shipments originating north and west thereof) to points in Eastern Trunk Line Territory, for domestic consumption (points east of, but not including the Western Termini of Trunk Lines, Buffalo, Pittsburgh, etc.). These rates apply via Chicago, with transit privilege and are the same

as those applicable to oats and barley from Minneapolis, Duluth, etc. The minimum weight basis provided for oat screenings and barley screenings is the same as that for oats and barley under the Official Classification.

The Interstate Commerce Commission has granted the Rock Island Railway permission to maintain same carload rate on grain and grain products from Keokuk, Clinton, Camanche and Follett, Iowa, to points in trunkline territory, as are in effect by more direct lines in disregard to long and short haul regulations.

A protest has been filed by Geo. A. Schroeder, manager of the Traffic Bureau of Milwaukee Chamber of Commerce, with the Interstate Commerce Commission against the proposition submitted by the roads for extra penalty charges to receivers on freight cars detained after the regular free period of two days.

The Interstate Commerce Commission has suspended until December 31 the proposed increase in rates on export grain from points on the Kansas City, Mexico & Orient Railroad to New Orleans and other Gulf ports of about 18 per cent. The present rate on wheat is 25.7 cents and the proposed rate is 30 cents per 100 pounds.

Roads have been asked to postpone increases in carload minimum weights on grain screenings, oat clippings and elevator dust by trunk lines in the Middle West by the Interstate Commerce Commission until December 13. The proposed minimums vary from 40,000 pounds for small to 64,000 pounds for large cars.

The Louisville & Nashville Railroad has been ordered by the Tennessee Railroad Commission to make a rate of \$3 per car at Nashville for switching cars on intrastate business interchanged with the Tennessee Central Railroad. Orders became effective September 15. The Interstate Commerce Commission has ordered a \$5 switching rate per car on interstate business.

BARLEY AND MALT

The Curtis Malting Corporation succeeds the C. Sweckel Malting Company at Buffalo, N. Y.

The American Malting Company recently sold its New York plant to George Ehret. The consideration is reported to have been \$600,000.

B. Hehle, C. F. Hehle and F. P. Oelman have incorporated the B. Hehle Malt Milling System at Cincinnati, Ohio. Capital stock of the concern, \$10,000.

Capitalized with stock of \$100,000, the Rosenheimer Malt & Grain Company was formed at Kewaskum, Wis. The Rosenheimer Bros. were the principal incorporators.

STANDARDS FOR GRADING BARLEY

BY D. H. STUHR.*

My views on "Standards for the Grading of Barley" will be linked very closely with my views on "Government Standardization."

Government standardization of "Standards for the Grading of Barley" without Federal jurisdiction and regulation would be ineffective and practically a farce. Men fear Government jurisdiction and regulation and that is why Federal "Standards for the Grading of Barley" would become very effective under Government jurisdiction and regulation.

The rules and regulations of the Illinois State Inspection and Grading Department, adopted by the Chicago Board of Trade and practically so by all other grain exchanges, governing the "Standards for the Grading of Barley" are as a whole good, if it were not for the gross abuse of proper application in various state inspection departments which makes it so very harmful to the producer and consumer.

There is absolutely no need of "Standards for the Grading of Barley" as "feed and malting" barley; all grain can be used for feed and all grain (including

corn) can and has been used for malting purposes in connection with the brewing and distilling industries.

The regular standards by number will suffice for all legitimate trading and marketing purposes, the purchaser can use the regular established standards for feed malting or in any other way as he sees fit, there is no need of these "specials" which have been and are now used mostly for deceptive and deluding trading methods.

The purifying of barley and oats as a cleanser simply to remove the fungus instantaneously by live steam application of sulphurous fumes improves and sweetens the barley and in no way affects the germination.

However, the original purifying process has been greatly abused and now has become strictly a bleaching and water soaking process for selfish profits by creating artificial color and artificial weight entirely at the expense of the consumer, and I firmly believe now that barley and oats treated in this manner should not be standardized in any way, shape or manner, but should be condemned and confiscated by state and Federal Government, for such deception is strictly a nuisance to the purchasing public.

Green barley malt comes in line with Federal "Standards for the Grading of Barley." Mr. Maltster can and does manufacture a bright, fancy looking malt out of a sound, dark stained barley and does it all at the expense of the producer and consumer by using sulphurous fumes on the green barley malt. If it is deception to bleach barley and oats, then it is also deception to bleach green barley malt.

I believe in protecting the producers instead of the middle men with Government "Standards for the Grading of all Grain." The farmer cultivates the soil, he selects and plants the seed, he harvests and garners the crops for final marketing, all of which requires about a year's constant toiling, whereas a great many of the transit and terminal elevators can handle the average farmer's crop in about an hour and do it strictly on a profit-making basis and in many instances make 50 per cent or more in an hour of single farmer's entire yearly net profit. Is it a wonder the farmers are

getting very much interested in "Standardization of Grain Grades," on the through route basis from the producer to the consumer?

If there is any set of men who are really entitled to equitable "Standards for the Grading of Barley" and other grain it certainly is those men who raise and market the crops and who are vitally interested in their own property instead of the "other fellow," and who make it possible for the making of marketing standards and who will quickly understand honest grading methods as well as the very best, for this reason these men, the toilers and producers, should receive the first consideration in the establishing of Government standards for the grading of grain that will be an incentive to better grain raising and marketing. These standards to be under Federal jurisdiction and regulation and to require all state inspection departments and all grain exchanges to co-operate in line with these standards for interstate business. This in no wise would interfere with transit or terminal trading by "type samples," however, "type samples" should also be subject to registry under Federal jurisdiction and regulation.

Admixtures should be subject to an established regulation dockage before determining the grade. The farmer has the choice of making his own regulation dockage by removing the admixtures according to the standards before marketing and keep the "offal" himself on the farm or make his deliveries with the admixtures subject to regulation dockage before determining the grade and then receive the grade price. In the latter case the middle men are entitled to the dockage as their "offal" and as their compensation for the extra time and expense it requires for handling barley and other grain with admixtures. The farmers, in order to improve their marketing conditions, must do their part in order to reap the real benefits under "Standards for the Grading of Barley and Other Grain." This is not a one-sided affair by any means.

I also believe that "Standards for the Grading of Barley and Other Grain" will eventually be the means of establishing a Federal warehousing system which would work hand in hand under which the farmer could warehouse his own grain and borrow from local banks instead of the middle men doing it at transit and terminal points.

It would be a great injustice to the farmers to establish Federal "standards" for the grading of barley subject to germinating or other scientific tests—this part of the game belongs entirely to the middle men. As a whole the middle men prefer to handle thoroughly mixed crops; here's just where their mixing, cleaning and grading ability comes in handy and for that reason never were and never will be very active for better grain raising.

The germinating ability of barley is easily ascertained by smelling and feeling. If the barley is bright, fair to medium straw color and feels dry and brittle and smells sweet or reasonably sweet, it is practically certain that the barley will show a good percentage of growth; however, no matter how sound, bright and sweet the barley may be, it never shows the full, vigorous and proper germination until it has gone through the proper sweating or proper curing process either in the shock, stack or bin.

I have had a great many years of cash grain marketing experience and of course some of the wind business also. I made barley a specialty. Mixing, cleaning, grading and marketing barley by "Type Samples" exclusively. With this practical experience in hand from the farm to the market, I fail to see why any middle man should in any way be opposed to Federal Standardization of barley grades, for it means protection to strictly cash grain business.

Of course there is a certain operating element among the middle men who make it a business to handle futures, wind or otherwise as a basis for the lifting and lowering of cash grain values. I can readily understand why these men are opposed to Federal standardization of grain grades for they can see "the handwriting on the wall," namely, the Government would not tolerate irregular trading and irregular grading methods with Federal standards.

INTERSTATE COMMERCE COMMISSION HEARINGS

The Interstate Commerce Commission has made the assignments for hearings of cases which are of particular significance and interest to the grain trade, as follows:

September 28—Hearing at Sioux City, Iowa, before Examiner Waters in the case of Flannery Grain Company against the Great Northern Railroad.

September 29—Hearing at Omaha, Neb., before Examiner Patteson in the case of the Omaha Grain Exchange on fourth section applications.

October 4—Argument at Washington, D. C., in the export grain case.

October 6—Arguments at Washington, D. C., on barley and oats from Minneapolis; export grain from Colorado; export grain storage charges; Baltimore Chamber of Commerce against the Baltimore & Ohio Railroad.

October 20—Argument at Washington, D. C., in the matter of bills of lading.

*Address before the Second Interstate Cereal Conference, St. Paul, Minn., July 12, 1916.

FIRES—CASUALTIES

Lyons, Kan.—C. A. Cooper's elevator here was damaged by fire.

Emmettsburg, Iowa.—Fire damaged the feed store of W. H. Phelps.

Hitchcock, S. D.—A strong wind destroyed the elevator located at this point.

Eagle, Mich.—Slight damage was done to the elevator here by fire on August 21.

Butler, Mo.—Fire damaged the Moudy Elevator and hay warehouse not long ago.

Port Arthur, Texas.—The warehouse of the Port Arthur Grain Company was burned.

Regent, N. D.—Lightning did slight damage to the Empire Elevator not long since.

Milroy, Minn.—The elevator of the Springfield Milling Company was damaged by fire.

Bentonville, Ind.—Connell & Anderson's elevator, located here, was unroofed during a severe wind-storm.

Oklahoma City, Okla.—The elevator of the Acme Milling Company was damaged by fire of unknown origin.

Lincoln, Neb.—Damages amounting to \$600 were caused by fire in the feed store of L. Breslau on August 22.

Sullivan, Ill.—E. W. Davis lost his elevator here on August 17 by fire. The origin of the blaze is not known.

Halliday, N. D.—The Occident Elevator was slightly damaged by lightning during a severe electrical storm.

Ringling, Okla.—The building occupied by the Lowell Grain & Produce Company was burned with \$20,000 losses.

Washington, D. C.—Damages of \$1,000 were caused by fire in the Dickey Bros.' feed and flour establishment.

Columbia, Mo.—The building and stock of the Columbia Feed & Grain Company was burned, with \$15,000 losses.

Cameron, Texas.—F. A. Green's feed establishment here was burned, with \$2,000 losses. No insurance was carried.

Muscotah, Kan.—On August 14 the elevator owned by Calvert & Beven was totally destroyed by fire of unknown origin.

Killdeer, N. D.—On September 6 the Equity Farmers' Elevator burned with \$25,000 losses. The origin of the fire is unknown.

Wichita, Kan.—Serious injuries, which may prove to be fatal, were received by Arthur Osborne when he was caught in elevator machinery.

Columbus, Wis.—The grain warehouse, malthouse and three barns of the John Kurth Company, maltsters, were burned with \$100,000 losses.

Riverside, Wash.—The warehouse owned by the farmers in this vicinity was burned, together with 200 sacks grain and 25,000 empty sacks.

Caddo, Okla.—The Caddo Milling Company suffered the loss of its elevator containing about 17,000 bushels of corn. Loss amounted to \$6,000.

Lafayette, Ind.—Grant Durr, engineer of the Born Grain Elevator, suffered a broken back when caught between a wagon and the end of a wagon dump.

Salina, Kan.—The Shellabarger Mill & Elevator Company's plant collapsed recently, pouring about 10,000 bushels of wheat into the mill basement.

Ogden, Ill.—Fire was discovered in the corn elevator of Everett Plotner on September 4, but was extinguished before any great damage was done.

Twin Valley, Minn.—With losses of \$4,000, the Monarch Elevator was burned. The plant contained about 18,000 bushels at the time of the blaze.

Jansen, Neb.—The Farmers' Equity Exchange elevator at Jansen collapsed on August 18. Four thousand bushels of wheat and 1,000 bushels of corn were scattered.

Portage, Wis.—The old elevator located west of the freight depot was damaged by fire. The blaze was caused by sparks from an engine at the C. M. & St. P. railroad yards.

Oakland (r. f. d. Middletown), Ohio.—Fire destroyed the elevator located here on August 19. The elevator was the property of the F. O. Diver Milling Company of Middletown.

Temple, Texas.—A. E. Childress Grain Company suffered the loss of an iron-clad frame building by fire on August 24. The building was used to house a corn sheller and had just been equipped with

new machinery. Loss amounted to \$3,000, partially covered by insurance.

Antelope, Kan.—The Stevens-Scott Grain Company of Wichita, Kan., lost its elevator by fire. The loss was covered by the \$4,500 insurance on the stock and \$2,500 insurance on building.

Moorhead, Minn.—On August 21 the elevator of Henry Wiedemann, near this place, caught on fire and was completely destroyed, together with about 4,000 bushels of grain. The plant was insured.

Ashland, Ohio.—Severe injuries were received by Elmer Brandt when he fell into the wheat bin in the Equity Elevator. Brandt had gone to the top of the bin to remove a pipe when he lost his balance.

Vermilion, Ohio.—The grain elevator operated by H. H. Berk & Sons, together with between 5,000 and 7,000 bushels of wheat and other grain, was burned on August 8. Loss was partly covered by insurance.

Diller, Neb.—Painful injuries were sustained by Albert Light when he attempted to start the cups in the elevator shafts at the Central Granaries Company's elevator. The cups had become clogged from overfeeding and Light attempted to start them by lifting on them. His hands were caught and badly lacerated.

Morley, Iowa.—C. S. Peet's grain elevator here burned, with loss of \$10,000; insurance of \$5,500 on the building and \$1,000 on contents. The cause of the destructive blaze is unknown, but it is thought that it might have started from a leak in the supply pipe running from the gas tank to the gasoline engine, used in operating the plant. The elevator

was modern and equipped with a feed mill. The building contained about 3,000 bushels of grain, including oats, corn and barley, when burned.

Monroe, Ohio.—Together with about 700 bushels of wheat, 700 bushels of corn and a carload of grain ready to be shipped, the elevator of W. F. Compton here burned. The cause of the conflagration is unknown.

Lake Fork, Ill.—The elevator of Ford & Mansfield was destroyed by fire of incendiary origin on August 14. The plant contained, at the time of the fire, 28,000 bushels oats, 1,000 bushels wheat and 500 bushels corn.

Pine Bluff, Ark.—On the evening of August 16 the ironclad hay barn and its contents, owned by the Westbrook Grain & Milling Company, was burned. The loss amounted to \$8,000, partially covered by insurance.

Green Bay, Wis.—Fire of unknown origin started in the Cargill Elevator Company's plant and resulted in the total destruction of that plant and the loss of about \$345,000. About 320,000 bushels of oats and 185,000 bushels of rye were also burned. It is improbable that the elevator will be rebuilt. The burned plant was erected 22 years ago at a cost of \$100,000.

Marshall, Mich.—While playing about the Michigan Central Elevator, John Steininger, 12 years old, was smothered to death in a bin of wheat. The young boy and another playmate, in playing, would go to the top of the elevator and let themselves down into the wheat bin from which the grain was being drawn out. The boy was buried under 200 bushels of wheat for about three minutes, but all efforts to revive him failed.

Jacksonville, Fla.—Serious losses were caused by fire which started in the grain loft of the United Produce Company here. The fire spread to the plant of Thomas Nooney & Son and the Farmers' Produce Company's building. The exact cause of the fire is unknown, some saying that the fire started in the elevator of the United Produce Company and some that sparks from a switch engine ignited the grain in the loft. The total loss amounted to \$50,000.

IN THE COURTS

The Arrigoni Feed Company, dealers in hay, feed, etc., at New York City, has filed a petition of bankruptcy.

A suit has been filed in the District Court by the Montana Emporium Company asking that the Great Northern Railway Company be required to grant the complainant a site for an elevator at Devon, Mont.

A suit for \$10,000 damages was filed by the administrator of the estate of Cloyd Kingsley, 8 years old, who was killed when caught in the exposed shafting in the plant of the Farmers' Lumber & Grain Company at Glasford, Ill.

I. S. Sellesth has filed a suit in the Ramsey County (Minn.) District Court against the Equity Co-operative Exchange. The plaintiff alleges that a carload of wheat was stolen from his farm in December, 1915, and sold to the Exchange. He asks \$650 to cover the loss.

Suit for \$2,072.40 damages was filed against the Texas & Pacific Railroad by C. B. Fox Company, Inc., of New Orleans, La. The plaintiff claims amount was due to negligence of road to protect grain stored in the elevators at Westwego during the storm of September, 1915.

Colonel H. C. Jones, head of the H. C. Jones & Co., grain exporters, has filed suit against the Central Elevator Company for \$75,000,000. He claims that he suffered heavy loss of grain by fire which destroyed Elevator No. 3 of Pennsylvania Railroad Company in Baltimore on June 13.

The Norfolk & Western Railway has been restrained from interfering or attempting to tear down or move the grain elevator of Jesse Brundige, located near Kingston, Ohio, along the right-of-way of the railroad, by a permanent injunction issued by the judge of the common pleas court of Chillicothe.

An attachment suit has been filed by the Langenberg Bros. Grain Company of St. Louis, Mo., against Fidel Eugster of 28 Rue Berlier, Dijon, France, a buyer for the French Government. The plaintiffs allege that he has failed to pay a balance of \$16,867.70 on a shipment of 84,600 bushels of oats for the French War Department, and they seek possession of a one-third interest in a tract of land near Venice, Ill., owned by the defendant. The bill alleges that the oats were shipped to New Orleans

and the price agreed on was 67½ cents a bushel, delivered at that port. Eugster paid all but balance alleged in bill.

E. L. Lewis has filed a suit against A. Houseman, *et al*, of Greenville, Ohio, to foreclose a mortgage. Houseman owned the grain elevator at Ansonia which burned down during June and as the origin of the fire seems to be undecided, the insurance companies have not settled and Mr. Lewis asked to have the fire insurance companies made party defendants with Houseman.

Charged with obtaining money under false pretenses, I. Lazarus, a grain dealer of Des Moines, Iowa, is under arrest. He bought a quantity of corn of O. A. Newman and gave his personal check for \$242.50 in payment. The corn was shipped, the check was cashed by Newman at the Slater Bank but soon came back from the Des Moines Exchange, Lazarus having stopped payment.

The P. C. C. & St. L. Railway is defendant in suit filed by O. M. Clark, a grain dealer of Cable, Ohio. Clark asks for damages amounting to \$700, the value of 56,000 pounds of shelled corn, which he alleges was spoiled through the negligence of the railroad. The plaintiff states that on January 22, 1916, he paid the road \$107 to transport the corn to New Haven, Conn. The trip ordinarily requires 15 days, but the corn did not arrive at its destination until April 6. It is claimed that, because of the delay, the corn became heated and the top layer sprouted badly and so the car was refused by the consignees.

The case of the state of Kansas against the grain commission men of Wichita, Kan., has been appealed to the United States Supreme Court. This case grew out of an attempt on the part of the state officials to enforce a law enacted by the last legislature requiring all grain commission firms in the state to pay a license fee of \$10. The Wichita grain men did not object to the small fee of itself, but they contended that if they were made to pay a license all other commission men in Kansas should do the same. They claimed, inasmuch as live stock commission men and some others were not charged, the ruling was discriminatory against grain men. The Kansas Supreme Court sustained the state. Later the grain men decided to take the case into the higher court.

HAY, STRAW AND FEED

C. Constantine will engage in the feed business at Chino, Cal.

J. Munsie bought J. T. Fisk's feed business at St. James, Mo.

Fred Cuthbert will put in a feed establishment at Barrow, Wis.

Charles Evans has opened up a feed business at Chandler, Okla.

A feed store has been opened up at Sterling, Ill., by W. H. Martin.

The feed establishment of J. Hogue of Mitchell, Ind., has been closed.

Nelson S. Smith will engage in the hay and grain business at Alma, Mich.

Bruce Broadfoot has rented the old Parker Feed Yard at McPherson, Kan.

Victor V. Burnheimer has installed a feed business at Waldoboro, Maine.

Cain & Son, Jacksonville, Ill., feed dealers, have moved into new quarters.

John E. Gallagher of New Richmond, Wis., will open up a feed store there.

Max Kantak has enlarged his feed and flour store, situated in Milwaukee, Wis.

The feed business has been entered into at Rock Falls, Ill., by W. H. Martin.

A feed establishment has been opened up at Linton, Ind., by Isaac Bunch.

J. C. Collier sold his feed store, located at Forest City, Ill., to Clarence Beards.

Presson & Co. of Stroud, Okla., sold their feed and seed business to J. F. Walker.

H. O. Kunze has disposed of his feed store at Fargo, N. D., to Matt Strasser.

Geo. Molitor and L. F. Alex are interested in a new feed store at Watford, N. D.

Geo. L. Richardson has disposed of his Logansport, Ind., feed and flour business.

E. H. Norby has sold his feed and flour business at Milan, Minn., to A. E. Lindeman.

The Sandahl Feed & Hay Company of Minden, Neb., has sold out to Lowell Miller.

J. J. Richmond has sold his feed and grain business at Colfax, Iowa, to I. B. Brown.

Burditt Bros. of Rutland, Vt., has bought the feed business of C. F. Guild at Ludlow, Vt.

H. A. Albers' feed store at Prairie du Sac, Wis., has been purchased by Herman Zeitler.

O. C. Wigeby of Willmar, Minn., has bought the Ohmart Feed Store at Bottineau, N. D.

Tom Morgan's feed business at Taylorville, Ill., is now in the possession of John Baker.

The Parks Hay & Grain Company has been formed by Lloyd Parks at Abilene, Kan.

George Mast sold his Dillon, Mont., feed and livery stable business to Dave Sullivan.

The Armstrong Building at Antwerp, Ohio, has been leased by Harry De Long, feed dealer.

The feed and hay business of Wm. Bonslett, at McHenry, Ill., has been sold to Fred Cooley.

A wholesale feed and grain store has been established at Lexington, Ky., by Charles Sebree.

J. Billingsley's feed business at Howe, Okla., recently passed into the hands of Johnson & Co.

A new feed and flour warehouse has been erected at Random Lake, Wis., by the Altenhofen Bros.

The Farmers' Elevator Company of Kewanee, Ill., has bought the feed business of C. A. Wylie.

Wm. H. Baker now owns the feed business at Goshen, Ind., formerly operated by Frank Cripe.

A new feed and flour store, 40x100 feet, is under course of erection by W. E. Frude at Breedsville, Mich.

The entire feed and implement business of Wm. Bonsett at Henry, Ill., has been sold to Fred A. Cooley.

Albert H. Buehlre has taken over his brother's feed, grain, seed and supply business at Youngstown, Ohio.

J. C. Fox and others have arranged to open up a feed exchange and stock yards at Lewisburg, Tenn. A large building is to be erected to house the new enterprise.

Leon Morris and J. A. Shahan have formed the Alabama Flour & Feed Company to operate at Demopolis, Ala. The company will represent the Sparks Milling Company of Alton, Ill., and Terre

Haute, Ind., and will deal in feedstuffs, meal and flour.

Richard & Cote of New Bedford, Mass., bought the feed business of Jean Guinois, located at Fairhaven, Mass.

Asa M. Palmer now owns the feed and flour business of Jos. Olmstead located at Nichols, Tioga County, N. Y.

The flour and feed business at Vinita, Okla., operated by C. B. Hughes, has been disposed of by him to G. Griffin.

S. P. Miller now owns and operates the feed and flour business formerly conducted by F. E. Smith at Bonaparte, Iowa.

The feed establishment located at Copan, Okla., formerly owned by George Mushton, is now the property of Guy Willitson.

The Pulaski Wholesale Company recently entered into business at Hawkinsville, Ga., and will deal in feedstuffs, groceries, etc.

The Southern Feed Company, Inc., of Newport News, Va., has amended its charter, reducing the capital stock from \$50,000 to \$31,000.

The Schuyler Hay Company has been formed at New York City by J. H. Richards, J. E. Schuyler



KITITITAS (WASH.) FEED MILLS

and W. F. Gillies with offices at 220 W. 83rd street. The company will act as selling agents for hay, straw, etc.

The Morgan Produce Company has bought the feed and flour business of the Northern Supply Company, located at Ladysmith, Wis.

The interest of Henry Wunsch in the wholesale feed and flour business, conducted as L. Rochlus & Co., at Sheboygan, Wis., has been purchased by Lawrence Rochlus.

The business and stock of the feed and seed firm Poto & Son Company at Alliance, Ohio, has been purchased by Charles L. Weight of the City Feed & Supply Company.

An addition has been completed to the feed store of the Chewelah Feed Company, Chewelah, Wash. New part will house feed mill and make additional room for storage of baled hay.

A new feed and flour firm, to operate as Merritt & Co., has been formed at Batavia, N. Y., and has purchased the business of Donald G. Frazer. G. Clinton Merritt and D. L. Wilkinson are interested.

The J. P. Case Feed Company was granted a charter to operate at Jellico, Campbell County, Tenn., capitalized with \$10,000. J. M. Atkins, J. L. Fletcher, Wm. Grant, J. P. Case and others were the organizers.

Incorporation papers have been filed for the John A. Wright Coal & Feed Company of Dayton, Ohio, capitalized with stock of \$10,000. John A. Wright, Edw. O. Wright, Martin E. Diehl, Phoebe C. Wright and Frank Saylor are interested.

B. Linder has purchased John Lachman & Co.'s feed and flour business at Braddock, Pa. He will operate as the Braddock Feed & Supply House.

ST. LOUIS HAY MARKET

"The arrivals of hay on both sides of the river were moderately fair," say Toberman, Mackey & Co., St. Louis, in their letter of September 11. "The market, however, seems to have very little life, with the exception of some very high grade hay. The buyers are holding off and practically taking nothing. The medium and lower grades dull and in buyers' favor altogether. High grade clover hay is in good demand. Medium grades hard to place. The prairie market is unchanged. Good demand for high grade stuff. Medium grades in fair demand. Alfalfa in good request for all grades, high grades selling best and the medium grades at low prices. Straw in good demand at full market."

FEEDING THE FLOCKS OF KITITITAS COUNTY

If you will take a map of the state of Washington you will find it pretty well covered with mountain ranges, but between these ranges are valleys which, in the whole world, cannot be surpassed for fertility and productiveness. Kittitas County is one of these fertile valleys, in the very center of the state, and at the town of Kittitas is located the Kittitas Feed Mills, Inc., which takes care of a very large and prosperous stock and grain region.

The mill is incorporated for \$10,000, and besides the 50x100-foot mill, containing modern roll grinders, cleaning machinery and other equipment, there is a warehouse for hay and grain which is 150x80 feet in size. Both buildings are on the Chicago, Milwaukee & St. Paul Railroad. This is quite necessary, for Washington is a state of great distances and transportation facilities are the first consideration for any industry. But the Kittitas Mills selected wisely for their site and C. J.

Walker, president, and F. W. Shelton, secretary and treasurer, are confident of a brilliant future for the town and for the plant.

KANSAS CITY HAY NOTES

BY B. S. BROWN.

The threatened railroad strike had little effect on the prices of the Kansas City hay market, except with reference to prairie hay; it rose \$1 to \$2.50 the week before the strike was to be called, and clearances were good. Receipts in August were rather light on the whole, prairie, alfalfa and straw running very strong, and tame hay receipts were lighter than usual.

The Russell Grain Company received the contracts for furnishing hay and grain for the National Dairy Show, September 18 to 23, and for the American Royal Live Stock Show, October 2 to 7, both in Kansas City. These shows are arousing so much local interest, that many business men are trying to bring about the organization of a show general committee, which can arrange a series of such events, including other items besides dairy and beef cattle—other classes of live stock, and perhaps agricultural products.

The Kansas City Hay Dealers' Association has recently adopted a rule under which salesmen and buyers must be residents of Kansas City. The purpose of this rule is to secure a closer co-operation of all the men connected with the market, so that there shall be no injustice worked upon any patrons in any section. The travelers find it easier to report at headquarters, and the practice is proving advantageous for all concerned. It is more convenient to route the men, also, into the territories, and to keep in touch with them.

FIELD SEEDS

A \$22,000 warehouse is being built at Helena, Mont., by the State Nursery & Seed Company.

A warehouse at Great Falls, Mont., has been leased by the Barkmeyer Seed & Grain Company.

F. C. Brewer has been taken in as partner by N. T. Cummings Seed Company of Spring Valley, Minn.

The Seed Inspection Laboratory of the state of Wisconsin has been moved from Madison to Milwaukee.

The Wisconsin Seed & Fertilizer Company of Oshkosh, Wis., has been succeeded by the Oshkosh Seed Company.

The Gaskins Seed Company has opened up at Fort Myers, Fla., and will carry a complete line of high-grade seeds.

A percentage measuring and blending machine has been installed in the plant of the Minneapolis Seed Company of Minneapolis, Minn.

At Sherman, Texas, the Ferguson Seed Farms has been incorporated, capitalized with \$75,000. A. M. Ferguson and others were interested.

W. Mercer's interest in the seed and grain business, conducted as Fraser & Mercer at Newcastle, Ind., has been purchased by Dan Mercer.

The Preston Produce Company, located at Preston, Minn., will handle a full line of seeds and grain. The company recently rented the Farmers' Elevator there.

Capitalized at \$4,000, the Farmers Union Seed Company has been formed at Emmet, Ark. J. L. Wade, Chas. T. Faulkner, E. H. Hood and R. D. Smith are the organizers.

J. Buckingham of Bellevue, Ohio, is erecting a 20x65 foot building adjoining his elevator. Storage room for seeds and a large drying room for seed corn will be provided for.

The Relief Committee organized in North Carolina for the relief of the flood sufferers has appropriated \$1,000 for the purchase of seeds for farmers in the flood region.

Members of the Harris Bros. Seed Company of Mt. Pleasant, Mich., recently formed the Michigan Seed Farms. The concern will take over the wholesale and growing end of the business.

For the purpose of dealing in seed and seed tape, the American Seed Tape Company was formed at New York City, capitalized with \$500,000. G. A. Mead, A. J. Case and H. E. Monahan of 134 W. 13th Street were interested.

Under the management of John W. Hardin, a new seed cleaning mill has been opened at Kimberly, Idaho, in the warehouse of Denny & Co. The new business will be operated as a branch of the Twin Falls Milling & Elevator Company.

The El Paso Company operating at El Paso, Texas, on September 1 moved into the large building adjoining their former location. The company has a large foreign trade and publishes catalogues in three languages—Chinese, Spanish and English.

Reorganization of the seed firm, McKay, Reece & Co., of Nashville, Tenn., as the McKay-Reece Company was recently effected. Duncan McKay is president; J. E. Patter, vice-president; E. F. Baird, secretary-treasurer. An additional building has been leased by the concern.

I. L. Radwaner, a New York City seed dealer, is now located in his new office and warehouse at 83-85 Water Street. The plant covers 14,000 square feet and contains a complete line of up-to-date seed cleaning machinery. A new laboratory has also been installed.

For the purpose of handling and raising seeds, and milling grain and manufacturing grain products, the Briar Mills were organized at Keokuk, Iowa. The capital is \$30,000. A. M. Davidson is president; Jacob Schouten, vice-president; J. K. Davidson, secretary-treasurer.

THE CLOVER SEED MARKET

"September weather will give final trend to October clover seed prices," say Southworth & Co., of Toledo, in a special letter to the American Grain Trade dated September 11. "Dry weather needed for maturing and harvesting seed. Rains would interfere. Rains last year were disastrous. Most September and October advances are 'rain bulges.' Weather thus far has been very fine. Early threshing returns are on mammoth seed. Most of central states district reports fair average outturn. Some early reports on medium seed from lower Michigan are flattering. Too early to judge of crop in general.

"Markets show lack of definite news. Fluctuating slightly above nine dollars. Prices usually cover wide range in September, as the crop news develops. Western conditions will be factor again, as they were last year. Watch crop condition, is best advice."

["FIELD SEEDS" CONTINUED ON PAGE 176.]

Grain and
Seeds

OFFER

Splendid facilities for buying Michigan fall wheat for large Eastern or Ohio mills on commission. "PORTO," Box 9, care "American Elevator and Grain Trade," Chicago, Ill.

SEEDS FOR SALE

We are prepared to book your orders for the following seeds: Alfalfa, Cane, White and Yellow Maize, Kaffir, Feterita, German, Golden, Siberian, Hog Millets, in carload lots or mixed cars. We live in the heart of district where the above seeds grow. Sample sent on request. L. A. JORDAN SEED CO., Winona, Kan.

EXPERIENCED SALESMAN WANTED

An equal partner in well established, prominent, growing mail order seed business located in Missouri. Established eight years; the fastest growing house in Central States; sales increasing 50 per cent each year. A real chance for the proper man who has character, integrity, and enough capital to handle half interest. Correspondence solicited; all confidential. MISSOURI SEEDSMAN, Box 6, care "American Elevator and Grain Trade," Chicago, Ill.

FOR SALE

Wholesale seed, flour, feed and coal business, doing an annual business of \$75,000, with trade on the increase each month. In a thriving little city of about 4,500 population, building up very fast; practically control the feed trade of the town. On account of other interest we are offering this business for sale, which is a splendid opportunity for some one to step into an old-established business, paying a nice profit. No trades considered—must be cash or bankable paper. We own our own ground and buildings, having 100-foot frontage adjoining Frisco tracks, and an ideal location. J. J. MAN- NION, Augusta, Kan.

SEEDS

WANTED

We are in the market for clover seed, screenings, tailings, and badly bucked clover seed. Send samples to THE KING SEED CO., North Vernon, Ind.

FOR SALE

Perennial Rye Grass, Italian Rye Grass and Crested Dogstail. Highest grades re-cleaned and tested. C. i. f., U. S. Ports. Samples and offers on request. McCLINTON & CO., Belfast, Ireland.

WE BUY AND SELL

Seeds

Write Us Your Needs

SCHISLER-CORNELI SEED CO.
St. Louis, Mo.

YOU CAN'T READ ALL

the market news. Get a summary of it once a week in our Weekly Review. Highlights of the week—facts, figures and factors—grouped for easy, quick reading and reference. Postal request starts it your way.

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TOLEDO, OHIO

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We Buy and Sell

FIELD SEEDS

Ask for Prices. Mail Samples for Bids.

THE WHITE GRAIN CO.

Buyers and Shippers of Carload Lots

Wheat, Oats, Maize, Kaffir, Feterita, Millet, Cane Seed, Ear and Buck Corn, Alfalfa, Bermuda and Prairie Hay.

When you have anything to sell, write or wire us. If you want to buy do likewise.

Connection at every Station in the Panhandle.

AMARILLO, TEXAS LUFKIN, TEXAS

Southern Seeds and Grasses

Oats, Rye, Barley, Vetches, Bur Clover, Natal Grass Seed. We make a specialty Fulghum Oats, Augusta Vetch Seed and Georgia Bur Clover and Natal Grass.

N. L. WILLET SEED CO., Augusta, Ga.

SEEDS

Grain, Clover and Grass Seeds,
CHAS. E. PRUNTY,
7, 9 and 11 South Main St. SAINT LOUIS

The ALBERT DICKINSON COMPANY

GRASS SEEDS FIELD

To Meet Demands Of

Chicago

PURE SEED LAWS

Minneapolis

SEED IMPORT ACT AMENDMENT

The following amendment has been made to the Seed Import Act: "And, hereafter, when any kind or variety or mixture of the seeds subject to the provisions of said Act of August 24, 1912, as hereby amended, shall contain less than 65 per cent of live pure seed, as distinguished from dead seed, chaff, dirt, other seeds, or foreign matter, such seeds or mixture thereof shall be deemed unfit for seeding purposes within the meaning of said Act approved August 24, 1912, and the importation of such seed or mixture thereof is prohibited: Provided, however, that seed of Kentucky blue grass and seed of Canada blue grass shall not be considered unfit for seeding purposes when they contain 50 per cent or more of live pure seed."

DEATH OF HENRY A. SALZER

By the tragic death of Henry A. Salzer, president of the John A. Salzer Seed Company, on August 22, La Crosse, Wis., has lost one of its most prominent citizens. Besides making the company which bears his father's name one of the greatest flower seed houses in the country, Mr. Salzer was interested in many business and financial institu-



HENRY A. SALZER

tions, both at La Crosse and in other places, and was most active in all religious and civic movements making for the betterment of the community.

Mr. Salzer lost his life in a tragic manner. With his wife, his brother-in-law, Professor Edward Kremers and Mrs. Kremers, and a chauffeur he was going from La Crosse to Ferndale, where J. P. Salzer, his brother, had a summer home. On the Dresbach hill, where the road is very steep, narrow and ill kept, the machine got beyond control and plunged over the edge, crushing Mr. Salzer against a stump as it rolled down the hillside. None of the other members of the party was injured and went immediately to Mr. Salzer, but life had evidently departed instantly. Mr. Salzer left a wife, a son and daughter in his immediate family and a number of other relatives.

NEW SEED INSPECTION RULES AT CHICAGO

Beginning last month, the Chicago Board of Trade put into effect the following new seed inspection rules:

Prime timothy seed shall be good average, color, clean, sound, not too much hulled, and reasonably free from foul or foreign seed; each lot must be uniform quality throughout and packed in clean, seamless cotton bags, sewed.

Prime clover seed shall be good average color, clean, sound and reasonably free from brown and foreign seed; each lot must be of uniform quality throughout and packed in clean seamless cotton bags, sewed.

Prime alsike clover seed shall be good average color, clean, sound and reasonably free from brown and foreign seed; each lot must be of uniform quality throughout and packed in clean, seamless cotton bags, sewed.

In all sales for future delivery of seed on grade, only seed accepted as contract prime by the Arbitration Committee on grass and field seeds shall be deliverable on contract. All contracts for future delivery for the new crop season shall be understood as beginning with the month of August of each year, and shall terminate with the month of July of the following year. The certificate shall hold good for delivery for the crop year, August 1 to July 31 of the year following, and a certificate issued during one crop year shall not be available for delivery after the end of that crop year unless on sale spec-

ifying old crop seed, provided in all cases the identity of the seed so arbitrated on shall be preserved and provided the seed be in good condition when delivery is made. The bags containing the contract prime seed so inspected shall be marked at seller's expense before delivery on contract, to conform to the identification number or mark on the arbitration certificate.

THE ALFALFA SEED TRADE IN ARGENTINA

Recent statistics which were published by the Argentina Ministry of Agriculture show that the cultivation of alfalfa there has increased very rapidly in recent years. The following figures were given to show areas devoted to this forage plant: 1872—261,392 acres; 1888—963,729 acres; 1895—1,762,079 acres; 1914—18,219,998 acres. Of the area under alfalfa in 1914, some 14,000,000 acres fell to the Provinces of Buenos Aires, Cordoba and Santa Fe, which led in the order named. The placing of large tracts under alfalfa naturally led to an active importation of foreign seed.

Buenos Aires is the receiving station for practically all the imported alfalfa seed. Rosario is credited with less than 1 per cent of the total imports in 1910, about 3 per cent in 1911, a little under 5 per cent in 1912 and no imports in 1913. The total imports of alfalfa seed aggregated 251 metric tons in 1914 and 871 metric tons in 1915.

For Sale

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

ELEVATORS AND MILLS

FOR SALE

Two good country elevators in Nebraska on the Union Pacific Railroad, located in wheat and corn belt. If you are looking for a location, either place is a fine chance to make money. N. L., Box 9, care "American Elevator and Grain Trade," Chicago, Ill.

TWO ELEVATORS FOR SALE

One 60,000 bushels' capacity, actual value \$13,000, at Strawn, Ill., and one at Risk, Ill. (one mile apart), handles about 500,000 bushels annually. Must be sold by October 1 to close bankrupt. For particulars, inquire T. J. O'CONNOR, Trustee, Chatsworth, Ill.

ELEVATORS FOR SALE

LOCATION—	STATE—	CAPACITY—
Perkins	Iowa	18,000
Hinton	Iowa	22,000
Alvord	Iowa	25,000
Sioux Center	Iowa	20,000
Garretson	South Dakota	22,000
Sherman	South Dakota	40,000

These points will warrant careful investigation. Correspond with us. THORPE ELEVATOR CO., 1108 First National-Soo Building, Minneapolis, Minn.

Miscellaneous Notices

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

WANTED.

Pair five-bushel Richardson Automatic Scales. COLONIAL CEREAL CO., Norfolk, Va.

WANTED

Young man, experienced in handling carload grain buying and selling. Good opening for right party. Give reference, experience and salary. "CLARO," Box 9, care "American Elevator and Grain Trade," Chicago, Ill.

MISCELLANEOUS NOTICE

FERRETS

One thousand good ratters, hunters. Breeding stock sale. H. BREMAN CO., Danville, Ill.

FLOUR AND MILL FEEDS

Mixed cars of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial order to convince you of the superiority of our products. ANSTED & BURK CO., Springfield, Ohio.

POSITIONS WANTED

WANTED

Situation, by American with country elevator experience—weighing, operating and loading for two months. W. S., Box 9, care "American Elevator and Grain Trade," Chicago, Ill.

MACHINERY

FOR SALE

Boss Car Loader (Old Style), \$20 f. o. b. cars Hicksville. BEAR GRAIN CO., Hicksville, Ohio.

FOR SALE

Second-hand 20-horsepower Jewell Automatic Steam Engine. Good condition. \$75 f. o. b. cars Hicksville, Ohio. BEAR GRAIN CO., Hicksville, Ohio.

FOR SALE

One 40-horsepower stationary gas engine in first-class condition. Full particulars on application. Write to THE ADVANCE MACHINERY COMPANY, Toledo, Ohio.

ENGINES FOR SALE

Have overstock of 5, 8 and 12-horsepower Northwestern Horizontal Engines on skids or with trucks. Will make right prices to buyers desiring engines this fall. NORTHWESTERN STEEL & IRON WORKS, Eau Claire, Wis.

BAGS

FOR SALE—BURLAP BAGS OF EVERY KIND

New or second-hand, plain or printed with your brand; seamless cotton grain bags; sample bags; burlap, cotton, sheeting, or paper for car lining, etc.

Wanted: Second-hand bags; best prices paid. WILLIAM ROSS & CO., 409 N. Peoria St., Chicago, Ill.

Edward P. McKenna

John A. Rodgers

McKENNA & RODGERS COMMISSION MERCHANTS

Grain and Provisions, Shippers of Corn and Oats

61 Board of Trade, CHICAGO

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We make a specialty of

Corrugated Iron and Metal Roofing For Grain Elevators

And take contracts either for material alone or job completed. Write us for prices. We can save you money.

Another Big Hess Drier will be added to the equipment of New Orleans—this time at the

Chalmette Export Elevator

where it will supersede a drier of another make. It will be completed and in operation by October first.

HESS-DRIED IS BEST DRIED

and the foreign demand for Hess-Dried corn is responsible for the extensive use of Hess Driers at all Atlantic and Gulf Ports from which grain is exported.

HESS WARMING & VENTILATING CO.

1210 Tacoma Building, Chicago

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That the best way to get what you want, and get it promptly, is to send your orders to people who have had experience in the business and who carry a stock of goods always ready for quick shipment? We have been in the Elevator and Mill Furnishing business over twenty-five years and feel that we know something about it. We carry in stock a complete line of supplies, including Testing Sieves, Transmission Rope, Belting, Steel Split Pulleys in sizes up to 54-inch, Elevator Buckets, Conveyor Chain Belting, Sprockets, Lace Leather, Scoops, Shafting, Collars, Bearings, etc., etc. Send us your orders. We will satisfy you.

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WESTERN REPRESENTATIVE: H. C. CAYWOOD, 1706 Seventh Ave., North, Great Falls, Montana
Northwestern Agents for The Great Western Mfg. Co., Richardson Automatic Scales, Invincible Cleaners, Knickerbocker Dust Collectors.

They All Point to the Bowsher

A mill that will crush or grind ear corn (with or without shucks), Kaffir in the head and all kinds of small grain.

A mill that has conical shaped grinders—which do the work close to the center of the shaft, thus effecting a great saving of power.

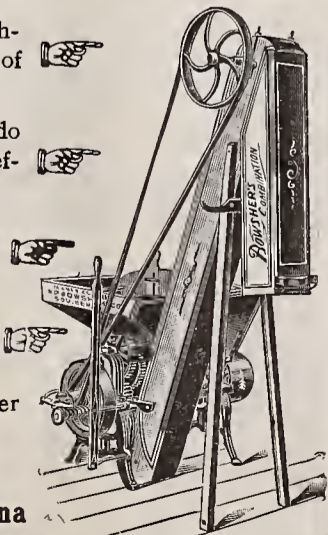
A mill that can run empty without injury, as the grinders will not strike together.

A model feed mill, light running and handy to operate; different from all others. A complete independent outfit.

These are a few of the many reasons why the Bowsher is the mill for you.

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All Metal Steam Dryer.

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Grain Insurance for short terms a Specialty.

CASH ASSETS - \$548,396.68

G. A. MCKINNEY, Sec'y

Western Department: Rollie Watson, Mgr.
402 Sedgwick Bldg. Wichita, Kansas.

OBITUARY

ROUSE.—On August 11, John L. Rouse, grain dealer of Tiffin, Ohio, passed away.

PIERCE.—David B. Pierce, a grain dealer of Valparaiso, Ind., died at the age of 71 years.

PRILLMAN.—Wm. Prillman, prominent Ross-ville, Ind., grain man, passed away not long ago.

COX.—Joseph O. Cox, president of the L. O. Street Grain Company of Woodward, Okla., died after a 10 weeks' illness.

O'BRIEN.—On September 2, R. L. O'Brien, the manager of the Milwaukee Elevator Company's plant at Oconomowoc, Wis., passed away.

DOEG.—Heart failure caused the sudden death of A. L. Doeg, manager of the Farmers' Equity Elevator Company of Sheldon, N. D., on August 23.

KING.—John McIlvaine King, well-known in the grain trade and former member of the Chicago Board of Trade, died in Chicago, Ill., aged 62 years.

JOHNSON.—Alfred Johnson, night watchman for the Republic Elevator Company at Minneapolis, Minn., was killed not long ago when he attempted to crawl beneath a standing train.

MARTIN.—At the age of 74 years, John J. Martin, a feed and flour dealer for many years at Perry, N. Y., passed away on September 1. His widow and three sons survive him.

VAN VORST.—Geo. E. Van Vorst died suddenly at New York City during the month of August. Mr. Van Vorst was engaged in the hay business and was well known among Eastern hay traders.

BLAKE.—Benson Blake died suddenly on August 28 in Baltimore County, Md. Mr. Blake was the oldest member of the local hay trade and for many years a member of the Baltimore Chamber of Commerce.

McFADDEN.—At the age of 91 years, Henry W. McFadden died at Havana, Ill., on September 7. Mr. McFadden was a pioneer member of the Chicago Board of Trade and was president of McFadden & Co., grain dealers.

DU PUY.—William B. Du Puy died at his home at Philadelphia, Pa., after a 10 months' illness. He was a grain broker and one of the oldest members of the Commercial Exchange. His widow, a son and a daughter survive him.

BRUNO.—Despondent because of illness, George I. Bruno, expert accountant and until last February secretary of the Arnold A. Thurnau Grain & Feed Company of St. Louis, Mo., shot and killed himself. His widow and two children are left.

SALZER.—Henry A. Salzer was killed in an automobile accident near Dresbach, Minn., on August 22. Mr. Salzer was president of the John A. Salzer Seed Company of La Crosse, Wis. Further details will be found elsewhere in this issue.

BENTON.—C. G. Benton of Kansas City, Mo., died suddenly while on his vacation in the West, near Tolland, Colo., on August 19. Mr. Benton was head of the Benton Grain Company and had been a member of the Kansas City Board of Trade for 20 years or more.

GALLUP.—Paralysis was the immediate cause of the death of Leonard H. Gallup, a pioneer of Pomona, Cal. Mr. Gallup at one time was considered an expert judge of the quality of grain and was employed in that capacity by the New York Produce Exchange.

VALENTINE.—After suffering for more than two years from Bright's disease, Patrick A. Valentine passed away at his summer home at Oconomowoc, Wis. Mr. Valentine was vice-president and for many years confidential agent for Armour & Co. Soon after coming to Chicago from Scotland he became an operator on the Board of Trade and amassed a fortune. He is survived by his widow,

who was formerly Mrs. P. D. Armour, Jr., and one son, P. A. Valentine, Jr.

GALBRAITH.—After a lingering illness, James E. Galbraith passed away at his home in Seattle, Wash. Mr. Galbraith was president and manager of the hay and grain firm, Galbraith, Bacon & Co. In 1891 Mr. Galbraith and Thomas Riley opened up a hay and grain business at Seattle. After Riley's death, Mr. Galbraith operated under his own name and later organized a new company, known as the Galbraith Grain Company. Some time after, Galbraith, Bacon & Co., was incorporated. He leaves his widow and one son.

GRAIN TRADE PATENTS

Bearing Date of August 15, 1916

Grain Separator.—Gustav O. Rund, Christine, N. D. Filed October 8, 1914. No. 1,194,788.

Alfalfa Products.—Mark C. Rich, Bellefourche, S. D., assignor, by mesne assignments, to The American Alfalfa Products Company, Denver, Colo., a corporation of Colorado. Filed May 17, 1915. No. 1,195,154. See claim.

Claim: That improvement which consists in mixing alfalfa which is naturally free from woody fiber with a saccharine material, heating the mixture sufficiently to caramelize said material, and then making an extract from the product.

Alfalfa Product.—Mark C. Rich, Bellefourche, S. D., assignor, by mesne assignments, to The American Alfalfa Products Company, Denver, Colo., a corporation of Colorado. Filed May 15, 1915. No. 1,195,153. See claim.

Claim: That improvement in the manufacture of alfalfa products for human consumption, which consists in cutting alfalfa before it has become woody and fibrous and then washing it.

Alfalfa Extract.—Mark C. Rich, Bellefourche, S. D., assignor, by mesne assignments, to The American Alfalfa Products Company, Denver, Colo., a corporation of Colorado. Filed May 15, 1915. No. 1,195,152. See claim.

Claim: An alfalfa extract containing an infusion of alfalfa from which the secretions and impurities adhering thereto have been removed.

Bearing Date of September 5, 1916

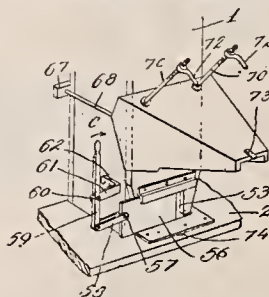
Bean-Sorting Machine.—Howard M. Hoel and Frank Kiene, Frazee, Minn. Filed September 13, 1915. No. 1,197,027.

Grain Door Opener.—Andrew Wallace, South Chicago, Ill. Filed September 2, 1915. No. 1,197,164.

Grain Drier.—Oliver W. Randolph, Toledo, Ohio. Filed June 1, 1914. No. 1,196,979.

Grain Elevator.—Frank Morris and Peter B. Kramer, Ritzville, Wash. Filed July 11, 1914. No. 1,197,226. See cut.

Claim: In a grain elevator, an elongated vertical casing, an elevating conveyor mounted and operable in said casing, the lower portion of the casing upon one side thereof having an opening, a hopper detachably connected to the side of the casing adjoining said opening, so that as grain is deposited in said hopper, it will pass



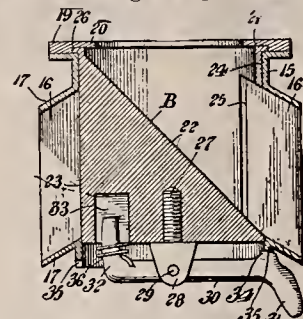
through the opening and be picked up by the elevator, said opening having guides adjacent thereto, and closure mounted on the guide for closing the opening, a pair of rods pivoted to the side of the casing and passing through the outer wall of said hopper, means threaded on said rods for clamping the hopper in a vertical position adjacent said opening, said hopper being tapering in front elevation, whereby the sides of the hopper will wedge in engagement with the vertical casing, which

wedging engagement together with the rods, will hold the hopper in a raised or tilted horizontal position out of registration with said opening.

Bearing Date of August 22, 1916

Grain Valve.—Daniel Morgan, Seymour, Ind. Filed March 23, 1916. No. 1,195,838. See cut.

Claim: In a device of the class described, a cylindrical valve casing having radial outlets and provided at its upper edge with an outwardly extending annular flange, a collar connected with said flange and having an inwardly extending flange co-operating therewith to form an annular groove, a valve core consisting of a solid body having an inclined side face and arcuate side walls, said core being also provided with an arcuate



shell having an opening adapted to register with the outlets of the valve casing, said core being provided at its upper edge with an annular flange engaging the groove formed between the flanges of the valve casing and the collar, and means connected with the valve core for rotating the same about its axis and for securing it at various adjustments, said means including a spring actuated lever pivotally connected with the solid portion of the valve core and having a downwardly extending handle and an upwardly extending lug, the valve casing being provided at its lower edge with notches for engagement with said lug.

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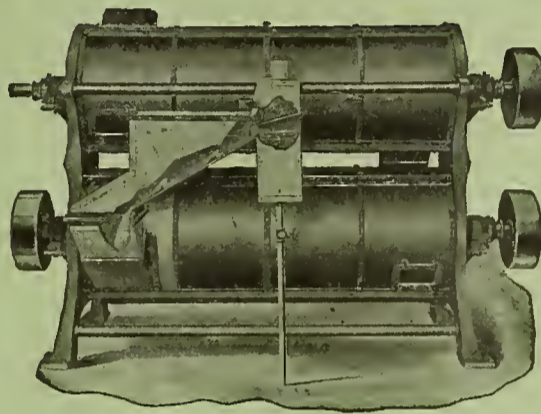
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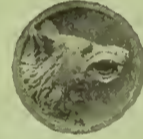
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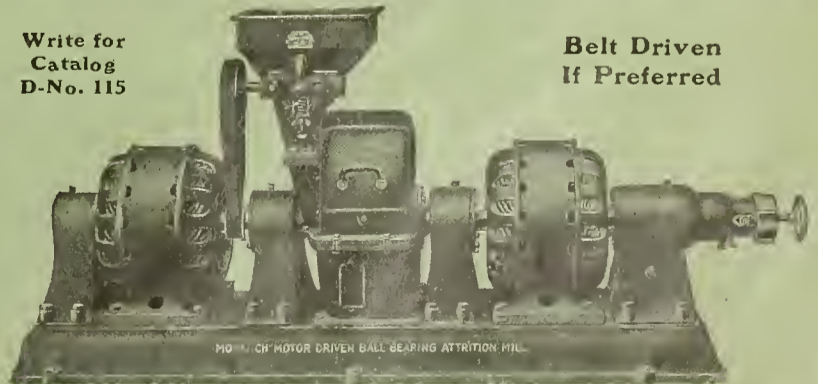
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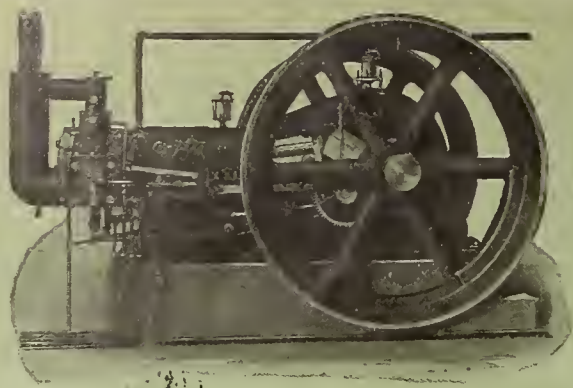
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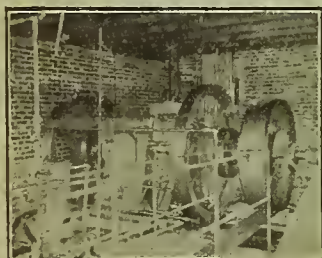
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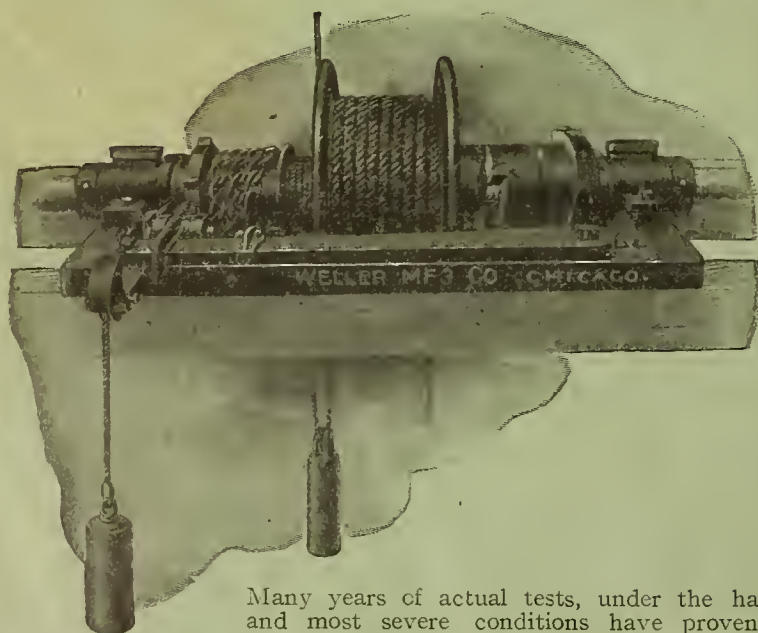
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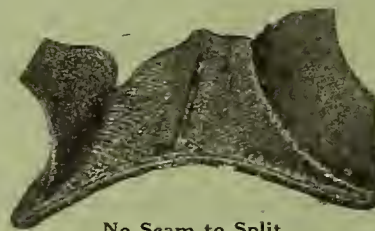
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